CFO OF THE YEAR AWARDS 2016

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**Letter From The San Diego Business Journal**

Welcome to our 10th annual CFO of the Year publication. Over the last decade we have seen a quantum shift in the role of top financial managers in today’s complex business structures.

In years past, fiscal oversight and accounting procedures were the main focus of those hired in leadership roles in finance. But today’s professional must carry an ever increasing array of responsibilities ranging from strategic planning to IT infrastructure development to employee morale. Our financial managers now must bring a myriad of talents and expertise to the table, answering to international corporate heads based thousands of miles away; nonprofit boards of directors and startup entrepreneurs. They must possess a broad knowledge of their given company’s field from medical, biotech, and manufacturing to hospitality, alternative energy culture and the arts.

We have honored an impressive group of 55 winners and finalists at an exclusive awards reception on Wednesday, March 16, at Paradise Point Resort & Spa and within the pages of this supplement. Additionally, Mark Foletta, board member and financial executive, received a special Lifetime Achievement Award; an Exemplary Service Award was presented to WD-40’s Jay Rembolt; and a Community Service Award was presented to Bob Beatty, Beatty & Company, for their outstanding career accomplishments.

Our judges also are owed great thanks for their time analyzing and evaluating these dedicated professionals. Randy Frisch, Lauren Lek, Paul Sanford, Paul Sullivan and Rick Urban are profiled below.

Finally, we would like to thank our supporting sponsors who have championed our efforts to celebrate San Diego’s business community – title sponsors Barney & Barney a Marsh & McLennan Agency LLC Company and California Bank & Trust; gold sponsors CBIZ and Mayer Hoffman McCann PC, HUB International, MRC Smart Technology Solutions, and Robert Half; bronze sponsor KIO Networks; and associate sponsors the California Society of Certified Public Accountants, GreenRope, LEAD San Diego, Paradise Point Resort & Spa, and the San Diego Chapter of Financial Executives International.

This supplement and recognition program are part of the San Diego Business Journal’s ongoing commitment to showcase the best and brightest of our region’s business, civic and cultural leaders.

**Armon Mills**
President and Publisher

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**Randall Frisch**
Vice Chancellor for Business and Administration
National University

Lauren Lek serves as head of school for the Academy of Our Lady of Peace (OLP) — the oldest high school and only all-girl’s school in San Diego. Lek has consistently remained a visionary leader in 21st century education. Her collaborative approach has nurtured new ideas and innovations. She has endorsed a Robotics Club that began in the fall of 2013, launched new STEM courses, and brought new athletic team opportunities. In 2014 she spearheaded the inaugural OLP Women’s Symposium transforming what once was a traditional career day. She also is developing collaborative relationships with other local educational leaders including USD, SDSU and UC San Diego.

Lek previously served as the principal of Moreau Catholic High School where she successfully implemented one of the first one-to-one laptop programs in northern California, helping bring the school two Apple Distinguished School Awards. As a member of Rotary Club 33, she was a lead partner with the STEM committee and continues to work with local schools in the City Heights area to enhance their STEM offerings.

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**Paul Sanford**
CFO
Ace Relocation Systems Inc.

Paul Sanford is CFO of Ace Relocations Systems. Sanford has made continuing improvements to the company’s financial structure looking for better processes, systems and reporting. He has upgraded many systems at Ace Relocation including implementing paperless workflow for accounts payable, elimination of check writing, business intelligence tools including dashboards for all managers and executives, sales commission modeling systems and efficient employee expense reimbursement systems.

Sanford’s responsibilities at Ace also include Human Resources and Information Technology. He has improved employee morale through employee feedback roundtables, leadership training for management and employee enrichment programs to identify new management personnel. Upgrades to technology include a PC refreshment program, moving all company servers to a cloud environment and development of interoffice video conferencing.

A CPA, Sanford has more than 30 years of experience in a variety of industries and in early 2015, was named a CFO of the Year in San Diego by the San Diego Business Journal.

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**Paul C. Sullivan**
Executive VP CFO/Operations
YMCA of San Diego County

Paul Sullivan has a long tradition of service to the YMCA. In 1988, he joined the staff of the Topeka YMCA becoming the vice president of operations with responsibility for managing the downtown Topeka branch. In 1999, he became the chief financial officer of the Greater Seattle YMCA, followed in 1996 by a move to Texas to become senior VP and CFO of the YMCA of the Greater Houston Area. In 2002, he accepted his current position of executive vice president and CFO of the YMCA of San Diego County. During his tenure the organization has grown to become the second largest in the country.

Sullivan is a member of the AICPA, Financial Executive International, and the California Society of CPAs. He is a past member of the AICPA Not-for-Profit Organizations Expert Panel, and the AICPA Business & Industry Executive Committee. He also is treasurer of the board of directors of the Armed Services YMCA of the USA, a member of the Supervisory Committee of the University and State Employees Credit Union and president of the Rancho Bernardo Sunrise Rotary Club.

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**Rick Urban**
COO/CFO
Quality Controlled Manufacturing Inc.

Rick Urban is a chief operating officer and chief financial officer with Quality Controlled Manufacturing, Inc. (QCM). He is responsible for the overall day-to-day operations of the SanTEE, California-based complex machining manufacturer and is directly involved in developing company growth strategies, as well as maintaining the company’s UTC Supplier Gold Status.

Urban has executive experience as the COO/CFO of Budget Car Sales where he was responsible for all aspects of the business. During his tenure, the company received the BBB Torch Award for Marketplace Ethics. Prior to joining QCM, he held a variety of executive level positions in industries ranging from engineering, international car rental, franchise development to manufacturing.

He is an executive board member in the San Diego East County Economic Development Council and Huntington Beach Disease Society of America-San Diego Chapter, and serves the community through various organizations such as Segs4Vets, Wounded Warriors Foundation and the YMCA.

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**Randy Frisch**
Vice Chancellor for Business and Administration
National University

**Lauren Lek**
Head of School
Academy of Our Lady of Peace

**Paul C. Sullivan**
Executive VP CFO/Operations
YMCA of San Diego County

**Rick Urban**
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**Rick Urban**
COO/CFO
Quality Controlled Manufacturing Inc.
Anatomy of a CFO

- Analyzes the bottom line.
- Sees the big picture.
- Knows the language of shareholders, employees, and the community.
- Shoulders the weight and responsibilities of a growing organization.
- Knows the meaning of integrity.
- Serves as the CEO’s right arm and business partner.

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Congratulations to the San Diego Business Journal’s 2016 CFO of the Year Honorees!
Mark Foletta is a renowned financial executive with more than 30 years of corporate experience. His extensive background includes financial, strategic and operational experience in high profile, growing businesses, with a track record of managing expansion and improving financial results and cash flows in highly complex, competitive and uncertain environments.

He was most notably the senior vice president and chief financial officer at Amylin Pharmaceuticals, Inc., joining the company in 2000 and serving through its acquisition by Bristol-Myers Squibb for approximately $7 billion in August 2012.

With more than 20 years of public accounting and financial experience, Foletta has served in a variety of positions, including consulting roles in the tax practice of the public accounting firm Price Waterhouse LLP, now known as PricewaterhouseCoopers LLP, from 1991 to 1997.

He has a Master of Science in Accountancy and Taxation from San Diego State University and also has an MS in Executive Leadership from the University of California at Riverside.

For nearly 15 years, Bob Beatty has been providing financial consulting services exclusively to nonprofits in Southern California through his organization, Beatty & Company. As its principal consultant, Beatty brings a perspective that includes fundraising, health and human services, grant making, and government programs. Projects have included cash flow restructuring and turnaround, staff reorganization, and back office consolidation.

A related function of the work has been to assist boards in carrying out their governance responsibilities. To that end he uses a collaborative and informed process that maintains focus on a board’s collective and individual duty of care and duty of loyalty.

Since 2001, Beatty has served as chief financial officer (full-time, part-time, interim, and advisory) and provided other services for a variety of nonprofits including Father Joe’s Villages/St. Vincent DePaul, San Diego Center for Children, Planned Parenthood San Diego, MAAC Project and several United Way organizations including San Diego, Los Angeles and Orange County.

Prior to focusing on nonprofits, his experience included banking, wholesale consumer products, commercial services, and dotcom start-ups. Beatty also served as adjunct faculty at the University of San Diego’s Nonprofit Leadership and Management master’s program, teaching nonprofit finance.
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2016 CFO Winners

Education Category

NANCY VU
Chief Financial Officer
Thomas Jefferson School of Law

Nancy Vu has helped lead the Thomas Jefferson School of Law towards financial stability after a $127 million debt restructuring in 2014. As chief financial officer, Vu maintains the budget and finances for the entire school of law. With her leadership, over the last 24 months, the school has restructured its debt and trimmed fat off the budget. Vu also oversees daily financial matters such as payroll (done in house), financial aid distribution and Title IV compliance for student aid along with the operation of the law school's pro bono Honors Program. The program includes a variety of hands-on opportunities to encourage students to participate in community-based volunteer legal services projects, working with underserved populations both in traditional and non-traditional legal settings.

In what are currently challenging times for law schools, Vu along with the board of trustees, faculty, staff, students, and alumni, has worked hard to enhance the value the institution brings to San Diego.

At a time when law school admissions in general are dropping, Thomas Jefferson School of Law’s fall 2015 admissions grew 6 percent from the previous year and did so by attracting a student body that maintains its consistent ranking as one of the most diverse law schools in the country. Over the summer the school was voted one of the top 25 institutions in the country for networking and financial aid, and its externship program is consistently ranked in the top 20 among U.S. law schools.

Government Category

SCOTT BRICKNER
Vice President, Finance and Asset Management/Treasurer
San Diego County Regional Airport Authority

As a vice president and member of the executive team, Scott Brickner is charged with leading the San Diego County Airport Authority’s financial strategy. Brickner played a key role in establishing the financing for the recently completed $316 million Rental Car Center. The project was within budget and opened on schedule in January 2016. The Airport Authority’s major bond sale for this project was the largest stand-alone customer facility charges-backed bond deal to date and the first issued in California. With his counsel the Airport Authority scheduled pricing for the bond to take advantage of favorable market flows and lower rates, resulting in the bond offering being extremely well received. Brickner also helped manage several other bond sales that have significantly enhanced the Airport Authority's financial position. In 2011, the Airport Authority had issued its first bond sale to fund the expansion of 2016 CFO Winners

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ddiamond@cbiz.com

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Leadership means evaluating and implementing short- and long-term strategies to create success. HUB International would like to congratulate this year’s San Diego Business Journal’s CFO of the Year award winners.

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Terminal 2. The sale was achieved at an impressive 4.38 percent interest rate, saving more than $40 million over the life of the bonds.

With the next phase of master planning under way, Brickner is identifying and developing new revenue sources along with strict cost controls for the Airport Development Plan, which contemplates the replacement of Terminal 1. The span of Brickner’s position also has increased to cover areas including information technology, procurement, surplus, small business participation and business development. He has improved ways to control costs through department realignments to enhance communication and efficiencies.

Brickner volunteers his time with industry associations including Airports Council International — North America and the American Institute of Certified Public Accountants. He also is active in the community, coaching youth basketball and volunteering with United Way, Junior Achievement and his church.

Diane Stumph
Chief Financial Officer
Father Joe’s Villages

San Diego regularly finds itself ranked among the top five cities for the homeless and in the top third for homeless veterans. Father Joe’s Villages has been at the forefront of services to this population since its inception.

During Diane Stumph’s tenure at Father Joe’s Villages, beginning in 2006 when she accepted the position of CFO, the organization has expanded its reach, adding three limited partnerships resulting in a corporate structure that includes a total of seven limited partnerships and two nonprofits. Stumph has brought a high degree of professionalism to the finance department. Her proven leadership skills made her a perfect choice to become the interim president and CEO from January 2014 until mid-February 2015 as the organization completed a nationwide search for the current president and CEO, Deacon Jim Vargas. During that time, she also continued to function as the agency’s CFO. In November 2015, Stumph’s responsibilities expanded to the newly established role of chief administrative officer for the organization.

Stumph is a visible representative of the organization in industry and association circles and is a member of the California Society of CPAs and the San Diego CFO Roundtable.

Steven Dietlin
Chief Executive Officer
Tri-City Medical Center

The health care industry is a volatile financial environment. As one of the largest employers and health care providers in North County, the financial stability and health of Tri-City Medical Center is essential to many lives.

Steven Dietlin, who was promoted from CFO to CEO on March 17, has a single-minded focus on the community hospital’s success. Since his arrival in the middle of 2013’s fiscal year, Dietlin has navigated the financial pressures created by federal health care reform as well as those he inherited when he stepped into his role. Within the organization, Dietlin is widely credited with averting what could have become a financial crisis.

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MEGA

ANN PUMPIAN
Senior Vice President of Finance and Chief Financial Officer
Sharp HealthCare

The Sharp HealthCare system has more than 17,000 team members on staff, making the health system San Diego’s largest private employer.

Ann Pumpian is a key member of the institution’s strategic team, providing her insight and guidance on business decisions and overall strategy. Over the past 15 years, under her leadership, Sharp’s financial performance has matched its steady growth. Revenues have grown threefold, with an annual growth rate of 8.4 percent. In 2015, revenues totaled $3.4 billion; operating cash flow increased fivefold, with an annual growth rate of 15.6 percent. For fiscal year 2015, Sharp HealthCare achieved an operating margin of 10.2 percent, an increase from 8.0 percent in fiscal year 2014. This was achieved through revenue growth of more than 15 percent, totaling $3.4 billion, coupled with effective operating expense management.

Pumpian helped successfully lead Sharp HealthCare to a Moody’s credit rating upgrade from A1 to Aa3 as a result of ongoing strong operating performance and an improved balance sheet. Additionally, she has directly contributed to the financial success of Sharp HealthCare by guiding the organization toward a successful contracting strategy which provides fair reimbursement for the service provided, while being competitive to grow and retain business. This has been the key driver of Sharp HealthCare’s ongoing revenue growth.

Pumpian is a well-regarded expert in this specialized financial field. She has served as the chairperson of the State of California, Department of Managed Health Care Financial Solvency Standards Board. In this capacity, she advised on matters of financial solvency that affect the delivery of health care services. In 2015 she was named to Becker’s 130 Women Hospital and Health System Leaders to Know and 150 Hospital and Health System CFO’s to know for the third year.

MEDIUM

Privately-held Company Category

BOB Sweeney
Chief Financial Officer
National Funding

Bob Sweeney is the CFO of privately-held National Funding, a San Diego-based financial technology company for small to medium-sized businesses nationwide. Currently National Funding is considered one of the country’s largest private lenders of small business loans. In his pivotal role, Sweeney is responsible for all accounting and financial matters of the company, overseeing the capital structure of National Funding, determining the best mix of debt, equity and internal financing. As a member of the executive team, he plays a key role in the company’s economic forecasting in order to ensure the company’s solid financial foundation.

On assuming his job, Sweeney’s first order of business was to establish audited financials. Once National Funding had its books in order, the company was able to obtain a $90 million line of credit in 2013 and an additional line of credit for $50 million in 2014, which was increased again in 2015, and now provides financing up to $150 million. These lines put the company in a strong position to grow its lending volume. The line of credit means that the company has the flexibility to provide customers both leases and working capital.

Under Sweeney’s financial guidance the company has grown revenues by 54 percent per year for the last three years. In 2015, revenues grew by 68 percent. In October National Funding formally announced a multimillion dollar expansion to the Eastgate Technology Park UTC headquarters, taking over the entire two-story building.

An avid rugby player, Sweeney realizes the impact the sport has on its enthusiasts and supporters. He actively supports youth sports and coaches a youth age rugby program and is the 2014-2015 vice president of Newport Beach’s Back Bay Rugby Football Club.

SMALL

Privately-held Company Category

HEATHER ROSING
Chief Financial Officer, Shareholder
Klinedinst PC

Heather Rosing came to work at the Klinedinst law firm right after law school. As chief financial officer over the past decade, she has created many checks and balances; instituted audit controls; drilled down on the approval process before spending; encouraged third party reviews of financial systems to gain outside opinions; and constructed new incentive programs to boost employee productivity and eliminate inefficiencies. Due to her fiscal management, maintenance of Klinedinst’s fiduciary responsibilities, and her formalized budgeting process, the firm has had great financial success in the legal arena over the years.

During her busy schedule of being a CFO, shareholder, and chair of the Professional Liability group, Rosing still finds time to contribute to other areas in the firm in order to grow its success and ensure it runs both effectively and efficiently. She regularly helps the marketing department with business development ideas and works closely with human resources in drafting and implementing new policies and workflow procedures.

Rosing has received a number of prestigious acknowledgements for her work. She was named the Defense Lawyer of the Year by San Diego Defense Lawyers. When Super Lawyers polled San Diego County attorneys for top lawyers that should be featured in their publication, Rosing was one of the top vote-getters, earning a coveted spot on the top three of San Diego Super Lawyers®. Additionally, Rosing has been recognized in Best Lawyers in America® for Legal Malpractice Law and Professional Liability Law.

Rosing believes in giving back to the legal, business, and local community and her volunteer resume is as extensive as her professional one. She has served as president of the San Diego County Bar Association (SDCBA) and as a member of the organization’s Legal Ethics Committee. She also was a leader in establishing a pro bono program to help military service members protect their rights under the Servicemembers’ Civil Relief Act. As a result of her dedication, she was awarded the Service to SDCBA Award. In addition, she served as vice president of the State Bar of California and a board member of the California Bar Foundation. Rosing also has been active with the San Diego Volunteer Lawyer Program, both serving on its board of directors and chairing its annual comedy competition, which raised more than $400,000 for San Diego County’s older and most vulnerable pro bono legal services program. Outside of legal causes, she is a member of the Pacific Arts Movement; on the board of directors for the San Diego-Tijuana River Valley Conservancy and Japan Society of San Diego and Tijuana.

In 2015 he achieved financial successes for the medical center including negotiating a substantial reduction in the interest rate on the medical center’s existing debt; extending the term of a significant loan facility to allow the hospital the critical time needed to pursue alternative financing sources; completing the hospital’s annual financial audit without audit adjustments (for the second year in a row); and increasing patient cash collections by 6 percent.

Dietlin participates in numerous community events to support the hospital and Tri-City Hospital Foundation. As a supporter of the foundation, Dietlin also works with the hospital’s key vendors to encourage their philanthropic involvement in foundation events.

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Pumpian is a well-regarded expert in this specialized financial field. She has served as chairperson of the State of California, Department of Managed Health Care Financial Solvency Standards Board. In this capacity, she advised on matters of financial solvency that affect the delivery of health care services. In 2015 she was named to Becker’s 130 Women Hospital and Health System Leaders to Know and 150 Hospital and Health System CFOs to know for the third year.

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LARGE

Privately-held Company Category

RONDA SEDILLO
Senior Vice President and Chief Financial Officer
San Diego Padres

Ronda Sedillo is one of the few women CFOs in major league baseball. As CFO for the San Diego Padres, she is responsible for financial reporting to owners, banks, major league baseball, the IRS, and oversees audits by outside accountants, league accountants and the San Diego City Auditor. In addition to her daily responsibilities she sits on the MLB Insurance Task Force and is a member of the Senior Leadership Council. Sedillo is a strong CFO not only in terms of financial and accounting skills, but also in her ability to see the big picture.

During 2015, Sedillo froze the existing defined benefit plan and introduced a new defined contribution plan; and streamlined vendor payment processes. Additionally, she transitioned 1500 employees in five payrolls to a new payroll provider. Over the past three years, she has been an integral part of the Padres’ efforts to increase revenues and pursue growth opportunities while, most importantly, continuing to enhance the close relationship between the Padres and their fans and other constituencies.

Sedillo’s extensive community involvement includes her standing as a San Diego Bowl Games Red Coat and on the governing board for the Evanta Summit in Los Angeles. She is a committed supporter and board member of the San Diego Chapter of the American Red Cross.

SMALL

Public Company Category

PAUL CAYER
Chief Financial and Business Officer
Otonomy Inc.

As one of the first members of the company’s executive team, Paul Cayer has played an integral role in guiding Otonomy Inc.’s growth from a private biotechnology company with no funding to a public company with a market cap of more than $400 million preparing to launch its first commercial product in early 2016. In his role as chief financial and business officer, Cayer has led the company through a highly successful, over-subscribed IPO in 2014, raising more than $100 million. Since the IPO Otonomy has completed two follow-on offerings, raising total gross proceeds of more than $200 million.

In 2015, Otonomy also received FDA approval of their first product, OTIPRIO with Cayer leading communications to investors and analysts throughout this entire process. Cayer also worked closely with the executive team to in-license a new technology for the company’s fourth program, focused on age-related hearing loss. Additionally, Otonomy was added to the NASDAQ Biotech industry.

Cayer is highly committed to the San Diego biotech community, sharing his expertise and actively contributing his time. He is most frequently found supporting his daughter’s swim team, for which he acts as a parent volunteer. As a runner, along with his family, he participates in local charity races such as the Turkey Trot, an annual race held on Thanksgiving by USA Endurance Events and the Joan Kroc Center/Salvation Army with the goal of collecting food for the needy in San Diego.

MEGA

Privately-held Company Category

NEBIAT SAUNDERS
Chief Financial Officer
Hotel del Coronado

Nebiat Saunders has an extensive background in managing the financial operations of large hotel properties around the world. As CFO of the Hotel Del Coronado, she is the top financial executive of one of the most iconic employers in San Diego County. Although Saunders has only been at The Hotel Del for a short two years, she has made a tremendous impact on the hotel, its employees and the organization’s strategic approach to updating its financial systems.

Under her direction the legendary resort met its gross operating profit goal for the first time since 2005. The hotel also grossed the highest year-over-year flow since 2008. This was attributed to her ability to achieve accurate forecasting through truly understanding the hotel industry and each team’s roll in the business. Saunders has implemented a number of innovative procedures including WATSON, a system which gives each business within the resort the tools to forecast staffing, labor management and customer traffic accurately. She also is actively involved in the Green Committee, an associate-driven task force which champions environmentally friendly and sustainable ideas. These initiatives have led The Del to a bronze LEED certification — the oldest resort to obtain this designation in the U.S. The team is now close to a silver certification.

In her personal time, Saunders is actively involved in Canadian-based Hope International, a nonprofit that seeks to assist one million of the world’s neglected poor. She is working with the founder and championing both a San Diego and Los Angeles chapter.

LARGE

Public Company Category

BRIAN SCOTT
Chief Financial Officer
AMN Healthcare

Since first joining AMN Healthcare in 2003, Brian Scott has been a key player behind the company’s strategic and performance successes, serving in a variety of senior roles for the last 12 years. As the chief accounting officer and treasurer, Scott has spearheaded a particularly strong financial year for the company. He has led the acquisition of six companies for a total of more than $250 million, adding more than $200 million in revenue. These acquisitions have bolstered the strong growth the company was already delivering, with 2015 organic growth of more than 20 percent. The result has been reported revenue growth of more than 40 percent, allowing the company to deliver record revenue, record earnings and the highest market capitalization in the company’s 30 year history.

Scott also has been successful in managing the high-quality short- and long-term financial strategy for the company. He manages more than 400 people across several teams such as the staffing support services, operations, finance, process improvement, and internal audit. In addition, he has been instrumental in boosting the company’s recruitment and retention efforts on an ongoing basis as the company continues to grow with currently more than 1,000 full-time employees working in the San Diego offices.

Outside of his AMN Healthcare responsibilities, Scott is a board member of the YMCA of San Diego County, and has served as part of the Finance and Investment Committee for the past four years.
THE SAN DIEGO PADRES

CONGRATULATE

RONDA SEDILLO

SAN DIEGO BUSINESS JOURNAL’S CFO OF THE YEAR

PADRES.COM
2016 CFO Finalists

RON ARAUJO
Chief Financial Officer
Mission Federal Credit Union

As chief financial officer for Mission Federal Credit Union, Ron Araujo not only oversees the finances, but has made it a priority to improve the climate and culture in the organization’s accounting, finance and facilities departments. A 2015 employee engagement survey rated both his department and the organization in the top 10 percent of all organizations, winning the credit union a coveted Peter Barron Stark Workplace Excellence Award.

LINDSEY BACK
Chief Financial Officer
J Public Relations

Lindsey Back has contributed to J Public Relations’ (JPR) financial health and success in multiple ways during the time she was a consultant with the agency from 2008 to 2012, and in particular since she joined full time as CFO in 2013. With Back’s help over the years, keeping a close eye on goals and managing efficiencies, JPR has seen an increase in fee billings over the past year of nearly $1.2 million and has maintained an average consistent year-over-year growth with revenue increasing from $750,000 in 2009 to more than $6 million in 2015.

JAMES BOLGER
Chief Financial Officer
ClosingCorp Inc.

In a very short time, James Bolger took ClosingCorp Inc. from an organization based on outdated processes to a retooled company in 2016. He was able to execute a business intelligence plan in 60 days that his predecessor was unable to do in eight years and issued a re-statement of 2014 and 2015 financials in record time without errors. Outside of the company Bolger participates in Habitat for Humanity and is a supporter of the Athletes in Action programs.

SANDRA BROWN
Director of Accounting
Sullivan Solar Power

Sandra Brown successfully managed Sullivan Solar Power’s cash flow as it increased its revenue from $17.9 million to $50 million. The company today is expecting revenues for 2017 of $70 million. This growth has been accomplished with an accounting staff of only six people. Brown maintains and controls all sensitive financial information and transactions for the company’s three offices in San Diego, Orange County, and Inland Empire, while forecasting and creating data analysis and reports for critical decisions.
KIO Networks would like to congratulate all nominees, finalists and winners!

We are proud to sponsor the 2016 CFO of the Year Awards and celebrate your achievements.

KIO Networks is a global organization that provides a wide range of mission critical information technology services. We enable our clients to reduce the cost of owning and managing IT infrastructure, and allows your team to focus on what drives your firm’s competitive advantage.

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CFO OF THE YEAR AWARDS FINALISTS

TIM COUGHLIN
Chief Financial Officer
Neurocrine Biosciences Inc.

Tim Coughlin has taken Neurocrine Biosciences Inc. from a low stock price of approximately $2 to $58 at the end of 2015, which equates to a $4 billion market cap company. The company is now one of the largest publicly traded biotechnology companies in San Diego. Coughlin also is very active in the Solana Beach community where he frequently donates his time to the city council requests for his financial expertise. On several occasions he has reviewed and helped create plans to revitalize the 101 corridor and also to make improvements to the train station.

ROBERT DEANGELIS
Chief Financial Officer and Treasurer
San Diego Unified Port District

When he joined the San Diego Unified Port District in April of 2013, Bob DeAngelis was faced with a looming budget deficit. In the subsequent year he helped guide the Port in a turnaround with a surplus of $13 million and another $16 million surplus projected for this fiscal year. This fiscal year also projects the highest operating revenue recorded by the Port since separating from the airport in 2003. Along with these business performance accomplishments, DeAngelis assisted in successfully negotiating a multi-million legal settlement, saving millions of dollars in the process. He also participated with the grant team in finally attaining a $10 million grant from the federal government after more than seven years of annual applications.

VIDAL ESPINOSA
CFO
Invictus Advisors

Through Invictus Advisors, Vidal Espinosa manages the company’s workflow and client base. He is responsible for ensuring that clients’ work is done in a timely fashion, developing processes and procedures for the company to follow, and providing access to company capital for new marketing and process improvements. Although Invictus Advisors is an accounting, tax, and tax resolution company, it is not a typical accounting firm. Espinosa specializes in working with micro and small business owners to create opportunities to increase their profits, understand the responsibilities of being a business owner and encourage multi-national partnerships.

LEE FORRESTER
CFO
Lee Forrester, CPA

Lee Forrester is a CFO contractor who services strictly nonprofit agencies in the San Diego region. He has dedicated his skills to provide many of San Diego’s small nonprofits with accounting and finance services, including The Asian Business Association, Children’s Lifeline International, LEAD San Diego, Pacific Arts Movement, The New Children’s Museum, The San Diego County Taxpayer’s Association and The San Diego Film Festival. Forrester not only audits a nonprofit’s financial reporting, he makes recommendations and revisions so that the organization’s leadership and board of directors will always have timely, accurate, concise and transparent financials that are fully compliant with all nonprofit tax regulations.
AUSTIN FOYE
VP/CFO
MAAC

In his nearly nine years of service at MAAC, Austin Foye has had a broad impact across the organization. While he has had great influence over the organization’s financial success throughout the tenure of his service, there are a number of notable recent contributions. Working with the board of directors, Foye developed a strategic plan to move MAAC to financial stability. He spearheaded a bottoms-up process for developing the annual budget which includes nearly 500 employees, over more than 20 sites, and has resulted in improved timeliness and accuracy for the budgeting process.

KEVIN GELFAND
CFO
Shake Smart Inc.

Kevin Gelfand has been instrumental in Shake Smart’s financial success. He has developed all budgets, bonus/incentive plans, financial projections, and capital requirements that have allowed the company to grow from a single unit to nine stores from San Diego to San Francisco in five years, with another three locations in the pipeline for 2016. He secured $400,000 in financing from a single unit to nine stores from San Diego to San Francisco in five years, with another three locations in the pipeline for 2016. He secured $400,000 in financing through the Small Business Administration to open four additional stores in 2015, ranking the company as the No. 11 fastest growing company in San Diego. Under his guidance Shake Smart has successfully increased earnings to 20.10 percent (up from 12.3 percent in 2014) which is well above the industry average. The company has been awarded four RFP contracts for the University of Texas at Austin and Cal Poly San Luis Obispo, beating out the two major national smoothie brands Jamba Juice and Smoothie King.

JEFF GILFORD
CFO
PACIFIC

Jeff Gilford is CFO at PACIFIC, a digital marketing agency. In that role he has instituted a number of activities that has helped the agency grow including closing on a banking relationship that provided the first external financing to the company to cover accounts receivable. Additionally he secured new facilities that are six times the size of the current office and grown the team from 19 to 51 in one year — a 250 percent staffing increase. He has helped the company double last year’s revenues which has enabled financial resources so that the agency could take on a pro bono client, Water.org.

AARON HEISLER
CFO
Breg Inc.

As Breg’s CFO, Aaron Heisler oversaw the company’s 2015 revenue growth of 44 percent over the prior year and completed three service-based acquisitions to support Breg’s billing solutions business. Also in 2015, the company completed the integration of Bledsoe Brace Systems, which began in the fourth quarter of 2014. This necessitated the platform migration of several major functions including payroll, accounting and billing, and also the creation of new reporting tools to provide visibility into the newly combined sales organization which Heisler directed. As a result, Breg is now the second largest player in the sports medicine space.

The 14th Annual LEAD San Diego VISIONARY AWARDS
Southern California’s premier leadership recognition event

Announcing the individuals who will be honored for their work that has resulted in significant community impact

The Neil Morgan Memorial Award for Lifetime Achievement
Jessie J. Knight Jr.
Former Executive Vice President of External Affairs, Sempra Energy & Former Chairman of Southern California Gas Company & SDG&E

The Ronald Kendrick Memorial Award for Regional Collaboration
Mark Cafferty
President & CEO, San Diego Regional Economic Development Corporation

Economic Opportunity Award
Greg Koch
CEO & Co-Founder, Stone Brewing Co.

The Charles Nathanson Memorial Award for Cross-Border Region Building
Stephen B. Williams
Managing Principal, SENTRE

The Community Spotlight Award recipient will be announced the evening of May 26.

Leadership begins with . . . LEAD
CFO OF THE YEAR AWARDS FINALISTS

JIM HENSEL
CFO
PenChecks Trust Company of America

James Hensel brings more than a decade of financial management leadership to PenChecks Trust Company of America where he is responsible for overseeing all aspects of the company’s accounting and financial activities. He also is the head of human resources and has made major strides in developing incentive programs tied to personal and department goals for each employee. He has introduced several new tools to better monitor the activities of the company from sales to operations.

BRIAN KAY
CFO
Community HousingWorks

Community HousingWorks (CHW), a nonprofit headquartered in San Diego, has used affordable homeownership, affordable apartments, and resident supportive services to help thousands of people for 30 years. In 2015 Brian Kay, the organization’s CFO, helped to create and execute a transformative, strategically-focused initiative. The initiative spun off all of CHW’s homeownership lending programs and staff, including $10 million in assets and $1 million in annual expenses, to a completely separate national nonprofit with ideal infrastructure to scale those programs. This was a major transformation in the nonprofit’s structure and operation.

JEN KEYES
CFO
La Jolla Institute for Allergy and Immunology

Jen Keyes is responsible for an annual budget of approximately $50 million as CFO of La Jolla Institute for Allergy and Immunology. Her professional experience includes working extensively with nonprofit organizations and she has significant experience with OMB Circular A-133 requirements and other grant compliance requirements at the federal and state level. This allows her to bring a unique skillset to the table. Keyes also serves the local community as a member of the American Cancer Society’s Making Strides Against Breast Cancer Champion’s Committee.

RICK KING
Chief Financial Officer
Sharp Chula Vista Medical Center

Sharp Chula Vista Medical Center is a 349-bed hospital with the largest array of health care services in San Diego’s South Bay. In 2015, the Sharp HealthCare board of directors unanimously approved a record $239 million to finance a new, greatly-needed hospital for South Bay on the Sharp Chula Vista Medical Center campus. This achievement was the result of very careful and complex planning, budgeting and forecasting by Chief Financial Officer Rick King, among others. He has overseen the renovation and upgrading of facilities, including creating a new valet parking service, building a new 717-space parking garage, expanding the ER, building the new Barnhart Cancer Center, and purchasing the da Vinci robotic surgery system. As a member of the organization’s senior leadership team, King is responsible for Sharp Chula Vista’s 2015 employee satisfaction score, one of the highest within the entire Sharp HealthCare organization.
CPAs Help Individuals and Businesses Improve Financial Prospects

By Jason Brenier, CPA

Undoubtedly, the first words that come to mind when most people see the letters CPA are “tax preparer.” While many CPAs do prepare tax returns, the majority also provide business advisory, estate planning, litigation support and other financial services to individuals, families and businesses. And CPAs fill key positions in corporations, nonprofits and governmental agencies, including the FBI.

While many CPAs do prepare tax returns, the majority also provide business advisory, estate planning, litigation support and other financial services to individuals, families and businesses.

So tax preparation really is only a small part of what CPAs do—especially CPAs who are members of the California Society of CPAs (CalCPA.org), the nation’s largest state association for certified public accountants. CPAs who are CalCPA members not only are committed to being trusted advisers to their clients—they also serve their communities in several ways.

CalCPA volunteers, including those from our San Diego Chapter, conduct financial literacy programs through local assembly districts and at venues such as schools and senior citizens centers. If your church or community group would like a financial literacy presentation on budgeting, paying for college, using credit wisely or other money-saving topics, please contact CalCPA’s strategic relations manager, David Lo, at (818) 546-3559. All such programs are under the auspices of CalCPA Institute, a 501(c)(3). Presenters are prohibited from selling their services.

Even though CPAs working in a public practice do charge for tax preparation, we have many CPAs who volunteer to do taxes for free under the Volunteer Income Tax Assistance (VITA) program of the IRS. The service is open to low-income individuals and families and to people who are disabled or have limited English abilities.

In the past several years, the San Diego Chapter has held conferences with our counterparts from Mexico to discuss issues that affect businesses with customers and clients on both sides of the border. Such conferences improve international contacts and help attendees understand the needs of clients with cross-border sales and investments.

CalCPA members have worked with television stations and other media outlets to provide free financial advice to individuals through telephone call-ins. And even though CPAs working in a public practice do charge for tax preparation, we have many CPAs who volunteer to do taxes for free under the Volunteer Income Tax Assistance (VITA) program of the IRS. The service is open to low-income individuals and families and to people who are disabled or have limited English abilities.

We also advocate on behalf of the CPA profession and our clients in regards to legislation and regulations being considered by the state government. Every so often, the California State Legislature considers bills that would impose a sales tax on services, including accounting services. CalCPA and its members have consistently raised a number of concerns over such measures. A service tax would be an added burden on small businesses and individuals. In some instances, the tax would cause in-state businesses to go outside California for accounting services, thus reducing the anticipated revenue from the tax. Furthermore, people and small businesses will be paying a tax for having CPAs and others prepare their federal and state returns. That’s essentially a tax on taxes.

In the past year the chapter awarded $21,000 in scholarships to eight students attending UCSD, SDSU, CSUSM and Mesa College.

And local CalCPA members support the advancement of the accounting profession by contributing to the San Diego Chapter’s scholarship program. This past year the chapter awarded $21,000 in scholarships to eight students attending UCSD, SDSU, CSUSM and Mesa College.

I’m proud to be a member of CalCPA. Statewide our association consists of more than 40,000 members, including 3,900 in San Diego County. My fellow members and I are committed to improving our profession and our communities.

Submitted by CalCPA
Jason Brenier, CPA, is president of the San Diego Chapter of the California Society of CPAs and a senior manager at the firm of AKT LLP, CPAs and Business Consultants.
In January 2015, Todd Knapp spearheaded the complete replacement of the Montesquieu Winery’s IT infrastructure. These projects resulted in the implementation of Salesforce.com to replace a homegrown CRM tool; the move to Shortel cloud-based phone systems from a hard-wired and aging Mitel solution; and the successful build of an efficient and effective cloud-based IT backbone. This resulted in increased operational efficiency gains and in an annual savings of more than $150,000. Despite a decline in year-over-year sales, in 2015 the company experienced the best earnings results of the past three years. This was due in large part to a corporate reorganization plan engineered and executed by Knapp.

As CFO of Pro Back Office LLC, Greg Leiser is the lead finance person for the majority of the company’s clients, providing financial management, guidance and advice to CEO’s. He is responsible for bringing in high-net worth clients which contributes directly to the bottom line of the company. In 2015 Leiser helped one client save more than $100,000 on their health plan by moving them to a partially self-funded plan. Additionally for many years, Leiser has been a member of Howard’s Team, a large group of cyclists that raises money and awareness for the fight against MS.

David Lyle joined Maxwell as senior vice president, chief financial officer, treasurer and secretary in May 2015. He came into a difficult position at a challenging time and was able to gain the confidence of the CEO, board and other employees quickly. He stepped into an environment with significant cash flow constraints and helped refocus the operations and significantly reduced cash burn and helped focus on core customers. He managed a reduced headcount while ensuring that the remaining people had strong authority and understood their position and strength in the company.

Linda McElroy has managed the solid growth of Republic Moving and Storage through a combination of strategies. She secured a new bank with lower fees and a much larger credit line along with transitioning the company away from factoring accounts receivable. It is projected to save more than $250,000 in expenses during the first year. She also helped secure the acquisition of Pacific Removals Inc. which will allow Republic to increase revenue more than $2.5 million a year.

Lori McKinney has more than 30 years of experience in understanding and maximizing finances in investments of real estate and portfolio management. 2015 was a prosperous year for McKinney Advisory Group. McKinney managed the financial processes of lease transactions covering more than 1.5 million square feet and sale transactions covering more than 300,000 square feet.

Steven Mejia is the CFO/COO of Northwestern Mutual’s San Diego group. His responsibilities include implementing a cash flow planning tool and communicating the process to the managing directors. This new insight has given Northwestern’s leaders a never before seen in-depth visibility into their business. Additionally, he has implemented a new sales school and current financial representative training, creating new financial insight and education for the staff. He has overseen the implementation of new technology to improve existing processes and communication in all offices that include San Diego, La Jolla, Carlsbad, and Hawaii.

Brian Miliate is the CFO of privately-held NB Baker Electric, Inc. dba Baker Electric Solar and has brought a wealth of experience to his role when he helped launch the division in 2007. He is responsible for all financial, information technology and human resource aspects of the business, including finance, accounting, and project funding. The company designs, installs and maintains photovoltaic solar power systems for single-family homes across Southern California. Miliate personally worked with the company’s president and management team in his role as a member of their advisory board to develop the company’s market strategy and compensation programs, ensuring that the company increases its leadership in the industry and rewards its employees for their commitment.

Jeremy Moore has worked as vice president of finance in 2005 with one goal in mind — to reduce drug discovery timelines through improved efficiencies. Jeremy Moore has worked as vice president of finance to help ensure that goal is achieved. After coming out of a rough 2014, he studied the business across the organization and increased margins to make the company more sustainable on recurring revenue. In addition, he played a key role in taking eMolecules to the next level in the successful implementation of an enterprise resource planning system. He has coordinated time studies and provided an abundant amount of analysis on each product line to bring down operating expenses and increase profit margins.

In his time at Vistage as CFO, Beau Paradowski has transformed the way the organization thinks about its finances. He has re-engineered the projection model used to forecast the business, introducing a greater level of financial sophistication and brought a cohort-based mentality to the business, which groups new members and chairs by their start month to analyze how those groups behave over time. This life-cycle approach allows Vistage to better analyze and affect conversion rates on inbound members/chairs and attrition rates on outbound members/chairs.
LARISSA PATROS  
Chief of Finance  
RJS Law

When Larissa Patros was promoted to chief of finance for RJS Law, she hit the ground running. Once in the position, she streamlined the firm’s entire financial department and in doing so converted all of its books and records onto its server as electronic files. This implementation has been crucial to the development of the firm and makes a task that use to take large amounts of time, instantaneous. Patros also has formalized and executed an organized accounting strategy and prepared all firm financials and spreadsheets. In addition, she performs regular financial analysis and has established business relationships with various financial institutions, acquiring the company multiple accredited loans to increase capital.

LISA PECORA  
EVP/CFO  
Carling Communications

EVP/CFO Lisa Pecora has led efficiency improvements and solid margin expansion year-over-year since joining pharmaceutical advertising agency Carling Communications two years ago. She completed the formation of a full in-house accounting team and migrated from an outsourced model, improving business transparency and significantly reducing costs. This included securing a new credit facility for favorable rates that increased the agency’s borrowing power by 60 percent.

KEITH RICHMOND  
CFO  
GreenRope

GreenRope specializes in customer relationship management and marketing automation platforms. Keith Richmond’s duties as CFO include managing all pricing changes and budget so that GreenRope can maintain profitability and consistently bring in increased revenue. He carefully watches spending and manages the income from all of the company’s partners. Richmond negotiates with vendors and partners to maintain profitable relationships and maintain consistent expenditures.

DAN ROMEO  
CFO  
Internet Marketing Inc.

Dan Romeo has taken a proactive role as CFO of Internet Marketing Inc. to make the organization more profitable and streamline its procedures. He uncovered $2 million in lost profitability due to absent data and inefficiencies within the finance and accounting department in his first six months. He invested $500,000 to implement a new project management system and hourly tracking system. This enabled him to capture the data needed to help the agency run more efficient. Year-over-year the company has seen 10 percent revenue growth from $27 million to $30 million. Romeo also was able to reduce subcontractor costs by more than $500,000 per year.
CFO OF THE YEAR AWARDS FINALISTS

MATT RUZICKA  
CFO  
IDW Publishing

IDW Publishing, a comic book and graphic novel publisher, is in a unique and challenging business. CFO Matt Ruzicka has been an integral part of IDW’s senior management team as the company has grown year-over-year and launched new divisions including IDW games, which focuses on board games, and IDW Entertainment, which focuses on TV production. The company has more than 5,000 individual products that have to be accounted for each quarter. Ruzicka ensures that the reports are done in a timely and accurate manner. Under his direction, IDW’s reputation for on-time payments has led many companies and creators to continue in business with the organization.

JENNY SALKELD  
CFO  
San Diego Unified School District

Jenny Salkeld has a great responsibility as CFO of San Diego Unified School District. Working with the superintendent she has helped to strategically close a budget shortfall and manage the financial operations efficiently and effectively. She has worked with all stakeholders to balance the budget while lowering class sizes to benefit students. In 2015 she oversaw development of a general obligation bond strategy to achieve a AAA rating with Fitch, AA+ with Kroll and upgrade with Moody’s to Aa2, resulting in millions of dollars in interest savings to local taxpayers.

TERRY SCHMIDT  
EVP and CFO  
Guild Mortgage Co.

As an owner-manager, board member, EVP and CFO of Guild Mortgage Co., Terry Schmidt is essential in creating and improving Guild’s positive work environment. Recently Guild Mortgage began adding branches slowly, but took a more aggressive approach to recruiting top talent and continuing its focus on high-quality loans. As a result, the company achieved record growth during the year 2015, with loan volume reaching $13.8 billion, up 86.1 percent from $7.4 billion in 2014. Schmidt currently oversees a restructuring and expansion of the human resources department that includes a re-imagining of its training programs at Guild, called “Guild University.”

LUIS SILVA  
CFO  
EDF Renewable Energy

In his position as CFO, Luis Silva is responsible for development and implementation of the financial strategy for EDF Renewable Energy, EDF EN Canada and EDF EN Mexico, as well as overseeing the day-to-day operations of the corporate finance teams throughout North America. He advises and evaluates the financial plans and economic modeling for the divisional leaders and has oversight of all fiscal and fiduciary responsibilities for the organization, in conjunction with the EDF Energies Nouvelles’ corporate finance department.

RANDY SKOMSVOLD  
CFO  
FirstWatch

With both a financial and operational background, Randy Skomsvold helms the financial needs of software company FirstWatch. His responsibilities include balancing the organization’s fiscal and administrative needs with its team and customers’ operational needs. Skomsvold has helped the organization to think more strategically and tactically which has led to significant revenue growth in 2015.

JOHN SOMMATINO  
CFO  
Laptops Plus West

As Laptops Plus West’s CFO, John Sommatino is a constant steward of the company’s financial operation and growth. He has improved the accuracy of budget forecasts, developed new quality standards for better quality performance and reliability, and maintains good working relationships with clients. He has implemented re-training for the company’s employees to develop and maintain problem solving skills. Additionally, Sommatino is active in supporting computer literacy, donating computers, mice and mouse pads to local elementary schools for their libraries and aftercare programs. He also donates to local charities and has held fundraisers and donated computers to children in other countries.

HELENA STAGE  
CFO  
BusinessOnline

CFO Helena Stage works with BusinessOnline, a digital marketing agency, as well as other companies and startups in San Diego. She prioritizes organizational goals on a daily basis which keeps the company focus on the real metrics that makes it successful. Stage also is involved in the arts and culture community and is very involved with the arts organizations and museums around San Diego, Los Angeles and New York. She serves on the board of trustees for the Athenaeum Music and Arts Library of La Jolla.

JOHN TEOTICO  
Vice President and Chief Financial Officer  
Motive Interactive Inc.

Motive Interactive’s John Teotico is always ensuring adequate cash flow and monitoring financial activities for the company. As vice president and chief financial officer he works closely with all facets of the business to make sure the company’s strategic direction and plans are achieved. He has helped enhance the company’s financial reporting, enriching the business while limiting overall exposure and risks. He has designed reporting and fiscal benchmarks for accounting and the management team. In refinancing the company’s business debt with better terms and a lower interest rate he decreased interest expenses by more than 200 percent.

ED THOMSON  
Chief Financial Officer  
St. Paul’s Senior Services

Ed Thomson was a part of the success of St. Paul’s Senior Services’ fiscal year ending in August 2015 with revenues totaling $51.33 million, a 12 percent increase over the prior year. With more than 20 years at St. Paul’s, Thomson is more than the chief financial officer for the organization. He understands all aspects of the entire senior living industry and the ever changing environment. He understands not only finance, but the legal field and the art of negotiations. In 2014, he successfully negotiated and closed a multi-million dollar loan with a lender in less than two weeks.

TOM TRIVELLA  
COO  
Reality Shares Inc.

COO Tom Trivella is dedicated to the growth of Reality Shares Inc. and maintains the utmost professional standards, leading the team by example. He is involved in managing the company’s exchange traded fund and the financial reporting for the board of directors. He is willing to be involved in every step of the process to ensure it is done right, from reviewing reconciliation of the books to proposing new budget numbers and completing a thorough due-diligence process prior to signing off.
CFO Tim Van Linge has single handedly changed the accounting and finance culture at WestAir Gases & Equipment. He has come onboard and created a cross functional department that empowers employees to work outside the box and interact with different teams. He established financial reporting that included completing the 2014 financial statement review, creating a financial planning model and creating a 2016 budget process including departmental and store level P&L’s.

Jody Zevenbergen has been an integral part of ensuring the financial wellbeing of electro mechanical engineering and manufacturing firm D&K Engineering. He contributed significantly to a recent two year enterprise resource planning implementation, not only defining the requirements for finance, but also all areas of the organization so that processes would be defined in a standardized way and data could be reliable with measurable performance standards.

In 2015 Joseph Wilkinson was appointed deputy general manager for the U.S. and European region for Taiyo Yuden Co Ltd. While still maintaining his CFO and VP of operations duties he successfully negotiated contracts and prepared plans to move the company’s logistics operations to East Texas along the Mexican border in an effort to support the expansion of the company in the automotive and industrial markets. He has instituted supply chain initiatives to help streamline delivery to customers and reduce handling and import costs.
The San Diego Business Journal celebrated one of its biggest awards events of the year on Wednesday, March 16, when the financial community was honored in the tenth annual CFO of the Year Awards celebration. Nearly 500 attendees gathered at Mission Bay’s Paradise Point Resort and Spa to acknowledge the region’s financial professionals who oversee countless facets of their organizations from fiscal stability to operations.

Support for the event included title sponsors Barney & Barney a Marsh & McLennan Agency LLC Company and California Bank & Trust; gold sponsors CBIZ and Mayer Hoffman McCann PC, HUB International, MRC Smart Technology Solutions, and Robert Half; bronze sponsor KIO Networks; and associate sponsors the California Society of Certified Public Accountants, GreenRope, LEAD San Diego, Paradise Point Resort & Spa, and the San Diego Chapter of Financial Executives International.

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Ted Peña, Business Executives Council and Nels Jensen, Editor-in-Chief, San Diego Business Journal

Joseph Wilkinson, Taiyo Yuden (USA) Inc.; Tim McDougal, Title Sponsor California Bank & Trust; Jennifer Dufek, Taiyo Yuden (USA) Inc.; Eric Ellingsen, Title Sponsor California Bank & Trust; Jacob Richards, Title Sponsor California Bank & Trust

Jodi Valdivieso, Title Sponsor Barney & Barney a Marsh & McLennan Agency LLC Company and Exemplary Service Award Winner Jay Rembolt, WD-40

Winner Ronda Sedillo, San Diego Padres; Reo Carr, Executive Editor, San Diego Business Journal; Vicky Carlson, Associate Sponsor LEAD San Diego

Todd Knapp, Montesquieu Winery; Olga Knapp, Vaco; Community Service Award Winner Bob Beatty, Beatty & Company
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Annie Norviel, Moss Adams LLP and Winner Steven Dietlin, Tri-City Medical Center

Winner Heather Rosing, Klinedinst PC

Winner Brian Scott, AMN Healthcare and Event Judge Paul Sullivan, YMCA of San Diego County

Robert DeAngelis, Port of San Diego, Winner Paul Cayer, Otonomy Inc.; Larry Griffin, Gold Sponsor MRC Smart Technology Solutions

Jeremy Fitzpatrick, Bronze Sponsor KIO Networks; Cyndi Karapogosian and Drew Marshall, both with Gold Sponsor Robert Half

Mark Doscher, Title Sponsor Barney & Barney a Marsh & McLennan Agency LLC Company and Lifetime Award Recipient Mark Foletta

Winner Scott Brickner, San Diego County Regional Airport Authority

Winner Nancy Vu, Thomas Jefferson School of Law

Steve Berk, Katie Pierce, Marcy Chapman and Jeremy Anderson, all with Title Sponsor Barney & Barney a Marsh & McLennan Agency LLC Company

Armon Mills, President and Publisher, San Diego Business Journal

Amy Wimer, Associate Publisher, San Diego Business Journal

Photos by Bob Thompson, Fotowerks. Additional photos from the event are at the following link: http://fotowerkssd.smugmug.com.