

PROFILE

- **Chief Financial Officer** – with experience in broadband, telecommunications, Fortune 500, regulatory, real estate, manufacturing and startups.
- Strengths include technology-based companies, mergers and acquisitions, restructuring, SEC reporting, manufacturing, optimizing employees and start-up. Optimally motivated by the opportunity to work in new technologies and rapidly evolving markets.
- Outstanding leadership skills, with proven success in recruiting, developing, and motivating internal and external professional teams to peak performance. Recognized by CEOs and boards of directors as a versatile, progressive, dedicated strategist.

EXPERIENCE

Chief Financial Officer, NexHorizon Communications, Inc. (Sunrise Broadband Group, Inc.), Broomfield, CO 2002 – Present

- Spearheading strategic development of a \$500-million North American cable TV startup, launching multiple acquisitions planned to exceed 250,000 subscribers, upgrading cable TV systems to include expanded digital service, high speed Internet and VoIP to enhance revenue and services.
- Hired a management staff for accounting, finance, human resources, and IS function. Developed all corporate policies and procedures.
- Provided business plan modeling, forecasting, cash flow analysis, treasury and asset management functions. Negotiated debt financing of capital equipment in achieving strategic goals.
- Prepared extensive reporting to the board of directors; produced reports to shareholders; conducted the annual shareholders meeting.
- Initiated a reverse merger, multiple acquisitions with full SEC reporting and audit requirements met.

Consultant – Accounting Solutions - Adolph Coors Company - Golden, CO 2001 –2002

- Provided SEC Form 10K preparation, review and support.
- Lead new SEC Policy implementation.
- Spearheading new debt guarantor policy and procedure implementation as part of a \$1.7 billion acquisition in the U.K.

Chief Financial Officer, REANET CORPORATION - Competitive Local Exchange Carrier, Durango, CO 2000-2001

- Spearheaded strategic development of a \$100-million startup CLEC, with a fiber-optic SONET ring network delivering advanced broadband, local exchange, high-capacity, and dial-up communications to 18 business and consumer markets in Colorado, New Mexico, and Utah.
- Lead a management staff of eight in accounting, finance, human resources, and IS while restructuring the business. Developed all corporate policies and procedures.
- Provided business plan modeling, forecasting, cash flow analysis, treasury and asset management. Negotiated debt financing of capital equipment \$37.5 million with GE Capital. Instrumental in achievement of \$46 million in assets, \$4 million in sales.
- Conducted extensive reporting to the board of directors; produced reports to shareholders; conducted the annual shareholders meeting.
- Initiated preparations for IPO, led extensive fundraising efforts against the challenge of highly unfavorable market conditions.
- Identified and negotiated strategic alliances with power and telecommunication companies.

Director of SEC Reporting, AIMCO - The Nation's Largest Non-Commercial Real Estate Company, Denver, CO 1998-2000

- Supported rapid growth of a complex company with 2000+ properties in 48 states, assets of \$5.7 billion, and revenues of \$534 million.
- Recruited and managed an internal staff of four as well as a contract team of 20 accounting and legal professionals. Directed research, production, and filing of 400+ SEC documents annually, including M&A, annual and quarterly reports.
- Extensively involved with fundraising efforts with leading private and public investors, raising \$500 million toward M&A efforts.
- Orchestrated production of 10Ks, including design, printing, quality assurance, shareholder databases, and shipping of annual reports.

DAN SMITH

EXPERIENCE - CONTINUED

Chief Financial Officer, AMERICAN DIGITAL COMMUNICATIONS, Denver, CO 1994-1998

- Recruited to lead startup operations of an international, pre-IPO telecommunications company delivering services to mid-market commercial accounts in Canada, Mexico, and the U.K.
- Managed financial analysis, reporting, strategic business planning, and due diligence during a significant change in business direction, emphasizing growth via mergers and acquisitions. Recruited and managed a staff of 11.
- Secured more than \$5 million in private funding for development of infrastructure.
- Oversaw international treasury and cash management functions. Functioned as a legal liaison. Orchestrated internal and external audits.
- Managed development and implementation of UNIX-based industry-specific enterprise management systems.
- Performed due diligence and SEC reporting; preparation for IPO, subsequently managed a reverse merger into a public shell.

Controller, MILLICOM RADIO TELEPHONE COMPANY, Dallas, TX 1992-1994

- Hired to provide financial leadership for an American subsidiary of a leading European wireless communications company.
- Assumed P&L accountability for \$13 million in assets and \$30 million in sales. Hired, trained, and managed a team of seven.
- Developed and directed accounting processes and procedures, cash management, tax reporting, and SEC reporting. Devised and implemented new billing and collections policies and procedures. Achieved a 43% reduction in receivables balance.
- Provided cleanup of complex telecommunication tax reporting across multiple states, counties, and municipalities. Coordinated external audits.
- Increased sales revenues by 28% through sharp sales recruiting and improved sales contract development.

Controller (Contract), RESOLUTION TRUST CORPORATION, Dallas, TX 1991-1992

- Recruited, trained, motivated, and managed an accounting staff of 56 on two shifts. Established six teams and identified team leads.
- Created and implemented corporate processes for the efficient research, analysis, closure, and liquidation of \$12.8 billion in loan portfolios held by 126 defunct savings and loans.
- Credited with the successful collection of 88% of outstanding loan value.

Business Manager, TEXAS INSTRUMENTS, Dallas, TX 1985-1991

- Promoted to manage general accounting in three top-secret, government R&D programs with a \$100-million budget and staff of four.
- Developed and presented budgets, forecasts, variances, cost analyses, revenues, and expenses to support funding for each phase of the project. Reported to Divisional Managers and high-ranking military officials.
- Previous positions included Cost Analyst and Program Analyst in a \$450-million international contract.

EDUCATION

Bachelor of Science, Accounting,
UNIVERSITY OF AKRON, Akron, OH, 1986

Extensive Continuing Professional Development Coursework, including:
GAAP, SEC Reporting, Mergers and Acquisitions, Restructuring

Personal

Board member of a non-profit, senior citizen facility, overseeing \$20 million in assets, \$2 million in revenue 2003 - present