

John D. Reichlin, CPA

111 S. Calvert Street, Suite 2700
Baltimore, Maryland 21202

Office 410.653.5554
Cell 443.864.7540

jreichlin@strategic-partner.com

Accounting & Finance / Turnarounds / Capital Restructuring

Over 20 years combined experience in public accounting, in industry as a CFO, and as a turnaround consultant leading organizational and financial restructurings.

Financial Management – Served directly as a CFO and also in an advisory capacity. Focus on development of business models and financials, cash flow projections, implementation of accounting, financial reporting, job-cost and inventory management systems. Extensive hands on experience in manufacturing and distribution companies ranging from \$10 million to over \$5 billion.

Turnarounds - As interim CFO, have managed all financial aspects of turnarounds of businesses in service, retail, manufacturing, engineering, and commercial contracting. Highly skilled at: financial analysis; forensic accounting; accounting system design & implementation; cash management; and communication with lenders, vendors and employees. Experienced with all aspects of the bankruptcy process, including US Trustee and Bankruptcy Court reporting; development of financial turnaround plans resulting in companies successfully re-emerging from Chapter 11 bankruptcy filings. Has taken a lead role on behalf of debtors in negotiations with secured lenders, trade creditors and priority claimants.

Finance / Capital Restructuring – Served as an advisor to lenders, providing due diligence services and to assess options and develop strategy for resolving troubled loans. As interim CFO / advisor have developed financial restructuring plans including recapitalization and securing new credit facilities.

Skills – Strong analytical skills; able to quickly identify and assess key issues /drivers of any business situation. Strong entrepreneurial focus by nature. Highly skilled at linking strategic vision with financial reporting & system design. People oriented with strong written and verbal communication skills. Enjoy acting as a change agent in turnaround situations.

B.S. Accounting- University of Baltimore; C.P.A.

Career Overview- John D. Reichlin, C.P.A.

STRATEGIC PARTNERS, LLC, Baltimore, Maryland **2000-Present**
Management Consulting Firm specializing in Turnarounds, Strategic Planning and Financial Management Services.

Principal / Founder

- Served as interim CFO and took a lead role in successful turnarounds and financial restructurings of numerous middle market companies (with revenues of \$5M - \$70M), including the following;
 - Regional floor covering commercial contractor and retailer. Reconstructed historical accounting records to provide starting point to analyze the company's financial position and to develop the financial projections and restructuring plan. Established accounting procedures, job cost tracking and financial reporting systems. Responsible for Chapter 11 financial reporting to US Trustee, negotiations with creditors, and development / implementation of successful reorganization plan.
 - National technology infrastructure support business. Reconstructed historical accounting records to provide business segmentation analysis which resulted in a 50% downsizing / divestiture of 3 unprofitable divisions. Assumed a lead role in Chapter 11 reorganization, including negotiations with Bank, IRS and unsecured creditors. Developed financial restructuring plan that allowed the company to successfully emerge from bankruptcy.
 - Commercial glazing subcontractor and manufacturer (tempering). Performed business segmentation analysis and financial modeling which facilitated the closing of an unprofitable division, price increases, and a 15% reduction in force. Developed budgets, job cost and financial reporting systems. Successfully refinanced \$2M credit facility with another lender.
 - Numerous other turnaround engagements including textile manufacturing, distribution, engineering, and software/systems consulting. Developed financial models, improved financial reporting systems, developed cost reduction / efficiency improvement plans. Took lead role in negotiating credit facilities with lenders ranging from \$1.5M – \$18M.
- Regularly engaged by various regional and national banks to provide due diligence services, assess options and develop strategy for resolving troubled loans.
- Served as outsource CFO for middle market companies including;
 - \$70M wholesale distributor
 - \$50M wholesale distributor and manufacturer

JOHN D. REICHLIN, C.P.A.

OLSEN, PECORARI & REICHLIN, LLC
Public Accounting & Management Consulting Firm

1996-2000

Principal / Founder

- Primary responsibilities included business development, and managing staff / engagements for delivery of accounting, audit and management consulting services.
- Managed a diverse client base that included wholesale distribution, manufacturing, retail, professional services, non-profit, contracting and construction companies.

GILBERT FOODS, INC.
Wholesale Distributor / Manufacturer

1990-1996

Chief Financial Officer

- Responsible for managing staff in Accounting, Credit, HR and MIS Departments.
- Established internal controls, financial reporting and inventory management systems. Responsible for budgeting and expense controls. Developed detailed internal reporting systems and performance measures by department, division, product line, vendors and customers.
- Managed hardware/software conversion to IBM AS400 environment.
- Responsible for negotiation and management of vendor relationships for Bank Financing, Insurance, Outside Accounting / Tax and MIS support services.

WALPERT SMULLIAN & BLUMENTHAL, PA
Regional Public Accounting & Management Consulting Firm

1987-1990

Manager – Manufacturing & Distribution Division

- Responsible for managing staff, coordinating service delivery of audit, tax and management consulting services.

NARON & WAGNER, Chartered
Regional Public Accounting & Management Consulting Firm

1984-1987

Senior Accountant

- Preparation of business and individual tax returns; compiled and audited financial statements