

# ROBERT R. REVENUE, C.P.A.

10675 Kenicott Trail • Brighton, Michigan • Phone: (810) 923-7435 • Email: britcox67@gmail.com

## CFO/DIRECTOR OF FINANCE

### BUDGET DEVELOPMENT & MANAGEMENT/ FINANCIAL FORECASTING/TAX COMPLIANCE

Accomplished finance and accounting professional with over fifteen years experience in all aspects of financial management, including financial reporting, auditing, corporate budgeting, and tax reporting compliance.

#### Proven areas of expertise include:

- Financial and Strategic Planning
- Budget Development and Management
- Accounting and Financial Operations
- Cash Flow management and Forecasting
- Multiple Entity Reporting and Consolidation
- GAAP and Tax Reporting Compliance
- Skilled Contract Negotiator
- Debt Restructuring Specialist
- Financial Statement Audit Experience
- Risk Management

---

## PROFESSIONAL EXPERIENCE

REAL DETROIT HOMES, INC., Detroit, MI  
**Chief Financial Officer**

August 2006 - Present

#### Notable Achievements:

- Restructured debt with major pension fund generating over \$1 Million in annual savings.
- Cost restructuring planning and implementation which saved the company over \$4.6 Million annually.
- Launched Media Marketing Events business contributing over \$1.5 Million in new revenue.
- Improved cash flow by reducing average Accounts Receivable Aging from 70 days to 55 days.
- Changed distribution process thereby reducing distribution costs by one-half from prior year levels.
- Completed overhaul of accounting/reporting systems and implemented new internal controls.
- Placed two loans from a major pension fund totaling \$15.5 Million.
- Negotiated photograph and news print archival digitization with revenue sharing contracts resulting in added revenue of \$150,000 annually.
- Coordinated acquisition of a publishing company, replaced previous senior management team, which yielded an annual \$2 million revenue increase to the company.

#### Operational Duties:

- Oversee and direct all finance-related activities at the company and its subsidiaries.
- Monitor and manage corporate cash flow.
- Key role in strategic management and development for the company.
- Supervise team responsible for the annual financial and capital budgeting process.
- Responsible for financial reporting to management, directors, and lenders.
- Responsible for all tax and financial compliance reporting.
- Supervise and direct the accounting functions for the company and its five subsidiaries.

JOHNSON CONTROLS, INC., Plymouth, MI  
**Senior Financial Analyst**

November 2005 – August 2006

Notable Achievements & Duties:

- Generated \$4 Million in savings annually through cost reduction activities for Marketing Department.
- Participated in procedure and process analysis which reduced monthly reporting cycle by 20%.
- Facilitated annual profit plan and quarterly updates for JCI North American Automotive Group – over \$8.0 Billion in annual revenue and over 80 facilities.
- Authored weekly sales forecasts, monthly and quarterly outlooks.
- Controller of facilities and marketing departments with annual budgets of \$20 million, respectively.

BIG CITY BORING CO., INC., Howell, MI  
**Corporate Controller**

October 2000– October 2005

Notable Achievements & Duties:

- Deemed key financial employee during company's bankruptcy and subsequent sale process.
- Acted as Lead facilitator for multiple financing packages with senior and mezzanine lenders.
- Managed all accounting functions, including financial reporting, staffing and process implementation.
- Prepared Annual Financial Budget.
- Performed tax and financial compliance reporting.
- Prepared, gathered and evaluated key financial data during bankruptcy and sales process.

HOLIDAY FINANCIAL GROUP, INC., Ann Arbor, MI  
**Senior Financial Analyst**

November 1999 – October 2000

Completed field audit work and turn-around analysis on several key obligor entities. Prepared budgets, forecasts and cash flow projections for company. Performed variance analysis and key driver analysis on monthly, quarterly and annual reports.

BOLGER & THOMAS CO., P.C., Southfield, MI  
**Senior Accountant**

January 1996 – October 1999

Performed audits, reviews and compilations as the "in-charge" account on over 20 accounts reporting directly to the supervising partner. Provided complete accounting support for clients including GAAP and tax reporting compliance requirements. Responsible for audit reviews and tax preparation client accounts. Participated in tax planning and performed year-end analysis/review for clients.

---

**Education**

**& Training:**

ADRIAN COLLEGE, Adrian, MI (1997)  
Bachelor of Business Administration, Management

ADRIAN COLLEGE, Adrian, MI (1992)  
Bachelor of Science, Mathematics

Certified Public Accountant (Michigan 1998)