

TONY

Address • City, State, Zip Code
Phone # • email

EXECUTIVE-LEVEL MANAGEMENT: Financial Services, Origination, Business Development

Dynamic financial expert and accomplished executive leader with more than 17 years of experience impacting the performance of multimillion-dollar organizations, operations, and ventures through strategic orchestration of diverse fiscal platforms.

- Possess successful entrepreneurial background encompassing the overall start-up and enhancement of businesses into top revenue generating entities.
- Direct complex financial transactions and business ventures from origination to closing. Portfolio of successes includes major deals with GE Capital, Enron, Odysseus Energy, and TK Research.
- Past contributor to major organizations ranging from financial industry leaders to companies in the global energy, oil & gas, paper, metals, mining, and diversified manufacturing sectors.

Financial Operations • Business Development • Origination • Business Structuring
Capital Markets • Investments • Complex Financial Transactions • Legal Documentation
Negotiations • Financial Analysis • Senior, Subordinate Debt • Equity • Leasing Transactions
Investor, Lender Relationship Management • Strategic Alliances • Financial Services Marketing
Client Management • Strategic Planning • Business Analysis, Valuation • Credit Risks • Sales

PROFESSIONAL EXPERIENCE

TK RESEARCH INC., West Palm Beach, Florida • 2004-Present

President, Chief Executive Officer, Founder

Spearhead business operations of this private placement consulting firm servicing small manufacturing and industrial organizations. Orchestrate the preparation of memorandums totaling \$37M+ as well as support overall capital formation efforts. Perform expert financial and industry analysis, serve an instrumental role in negotiations, and generate financing plans.

- Established this highly successful organization that impacted 11 companies through attainment of \$38M in equity, convertible debt, subordinate debt, and senior debt.
- Grew revenues, business, and client base through strategic development and cultivation of alliances, resulting in a strong network of business brokers.

ODYSSEUS ENERGY LLC, Princeton, New Jersey • 2002-2004

Principal

Served as a key member of a team of 7 Principals focused on the acquisition of undervalued power generation assets in the US. Conducted expert asset valuations, industry and financial analysis, as well as structuring of transactions.

- Completed the analysis of 9 portfolios and assets totaling \$2B.
- Established strategic alliances and led negotiations with debt and equity providers.
- Contributed to the delivery of 7 bid packages.

KAFUS INDUSTRIES INC., Boston, Massachusetts • 1999-2002

Chief Financial Officer

Directed capital raising efforts for this \$500M start-up organization (an AMEX listed company) focused on the establishment of 4 US manufacturing plants and 3 international plants (\$75M start-up value each) specializing in sustainable production processes. Identified and pursued potential alliances with investment banks and private equity funds. Ensured compliance with SEC reporting requirements and generated annual reports.

KAFUS INDUSTRIES INC. continued

Managed 28 financial experts in tax, accounting, financial reporting, and investor relations units. Monitored financial performance of each plant throughout building phases and delivered presentations to potential public and private investors.

- Victoriously raised \$200M+ to cover construction, production, and corporate expenses.
- Played a key role in projects totaling more than \$300M, successfully leading a team of 9 throughout development and implementation.
- Enhanced and facilitated financial reporting for 3 remote production plants through introduction of a system.

ENRON, Houston, Texas • 1995-1999

Vice President-Merchant Banking Group

Recruited to drive investment origination efforts of this multibillion-dollar industry giant focused on energy-intensive companies, including steel mills, pulp / paper manufacturers, and chemical organizations. Coordinated business development encompassing the establishment of strategic alliances with entrepreneurs, project developers, and organizations in need of capital. Presented potential investments, captured approval, and negotiated financial documentation for transaction completion. Led business development executives, analysts, and associates.

- Orchestrated the successful negotiation and structuring of \$220M senior and subordinate debt, equity, and preferred stock investments.
- Achieved the negotiation and establishment of a \$16M partnership equity investment for Syntroleum Corp. (a NASDAQ listed company specializing in natural gas-to-liquids processing technology).

GENERAL ELECTRIC CAPITAL SERVICES, Stamford, Connecticut • 1993-1995

Vice President

Coordinated provision of financing services, within this multibillion-dollar industry leader, focused on the construction of power plants, oil and gas reserves, and manufacturing plants. Directed financial analysis, the structuring of transactions, and negotiation of documentation. Led restructuring of portfolio of at-risk investments.

- Achieved the successful negotiation and restructuring of permanent financing (leases and limited partnerships) for \$174M geothermal, hydroelectric, and gas- and wood-fired cogeneration projects.
- Contributed to negotiation, analysis, and structuring of \$158M senior debt, subordinate debt, and equity financing for 2 Global Compression Services' (GCS: contract compression services firm) acquisitions.
- Supported the acquisition of \$40M reserves by facilitating the negotiation, analysis, and structuring of an oil and gas partnership.

J.P. MORGAN CHASE, New York, New York • 1989-1993

Associate

Performed expert marketing of financial services within the commercial banking sector focused on financing offers to pulp, paper, steel, and chemical companies during a period of increased mergers and acquisitions. Administered financial modeling, analysis, and company valuations.

- Played a key role in \$400M new LBO underwritings through provision of expert financial analysis.

Career Note: Additional professional history includes role of Engineer-Exploration and Production Department for Shell Oil Company. Details upon request.

EDUCATION

Master of Business Administration in General Management and Finance

Harvard Business School, Cambridge, Massachusetts

Bachelor of Science in Chemical Engineering

University of Tennessee, Knoxville, Tennessee

Successfully completed Series 7, 63 and 53 NASD Examinations