# Mark P. Noftsinger, CPA

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## SUMMARY

**Senior Executive with 40 years of experience in public and private financial management**.

**Seasoned strategist** in leading organizations to greater profitability and stock value.

1. Lead turnaround effort for parent and four subsidiaries.
2. Played role in increasing stock value by 200% in 18 months.
3. Developed business plan and financing to grow company from $ 10 million to $ 85 million.
4. Provided budgeting and oversight to bring company to profitability after three years of losses.
5. Integral role in strategic budgeting and deferred maintenance for college
6. Developed higher education budgeting model with forward projection capability

**Results-oriented leader/team player** adept at organizing/developing highly productive teams.

1. Installed accounting systems; benefit plans; executive comp programs; designed corporate policies and procedures.
2. Managed accounting and finance organizations from 4 to over 75 employees.
3. Executive oversight for Legal, Investor Relations, Human Resources, Facilities, Information Technology, Collection departments.
4. Lead efforts to upgrade campus facilities and reduce deferred maintenance issues
5. Adjunct teaching classes in Personal Finance and Principles of Accounting

**Experienced executive** in strategic planning, financial & competitive analysis.

1. Lead financial response to SACS review, integral part of strategic plan process
2. Participate in design and implementation of strategic business plans for multi-million dollar organizations.
3. Lead design of executive, management, and line reporting to increase ability to identify cost and margin enhancements for greater profitability.
4. Formulate creative financing alternatives to fund growth without excessive costs.

**MA (Master of Accountancy)** 1977, Virginia Polytechnic Institute & State University, Blacksburg, Va., 3.7/4.0 GPA, National Honor Society, published three articles in professional literature.

**BS, Accounting**, 1975, Magna Cum Laude, 3.9/4.0 Mars Hill College, Mars Hill, N.C., student representative on business faculty.

***\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_PROFESSIONAL EXPERIENCE\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_***

**Vice President of Business Affairs and Treasurer –** Roanoke College August 2007 – August 2018

* Oversight of the Business Affairs division of the college – including business office, human resources, auxiliary services, maintenance & grounds, bookstore
* Ex-officio member of Board of Trustees in capacity as Treasurer of the college
* Member of President’s cabinet
* Developed a deferred maintenance plan for the college
* Completed multiple bond issuances totaling $ 35M for the facility renovations
* Oversee large building and renovation projects across campus - $ 42 million athletic facility
* Administrative officer involved in purchases and sales of college property
* In charge of operating budget in excess of $ 100 million

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**Director of Finance and Budget –** Roanoke College – Salem, Virginia August 2005 – August 2007

* In charge of all financial aspects of the college
* Working with Finance Committee of Board of Trustees
* Redesigned the college’s financial statements to better reflect operating and non-operating expenditures
* Built a budgeting model to bridge between the strategic plan and annual budgeting process
* Oversight of annual budgeting process – working with cabinet on all financial issues

**Chief Financial Officer –** The Egg Factory, LLC – Roanoke, Virginia January 2005 – July 2005

* Redesign accounting and financial reporting systems
* Develop financial model to assist in capital fund raising
* Oversee all accounting, human resources, financial and administrative areas
* Prepare prior year financial statements and tax return preparation
* Assist in developing strategic plans and implementation processes
* Provide financial plan for new products to market strategy
* Assisted in placing parent company in dormant state due to lack of funds

**Director of Strategic Planning –** Fortegra, Inc. Lynchburg, Va. February 2004 – January 2005

* Provide direction in establishing and implementing new business model to position company for growth
* Creating strategic plan and formalizing into written plan
* Developing incentive compensation plans
* Writing corporate policies and procedures
* Providing overall business insight and strategic positioning
* Merger and private funding research

**Vice President/CFO –** PlanetGov, Inc.**,** Chantilly, Va. February 2001 – December 2003

* Restructured company from web site initiative and refocused on core government business
* Brought company from significant 2000 loss to profitability in 2001.
* Oversight of all benefit plans to increase services business personnel to enhance company profitability and valuation.
* Established financing for growth.
* Prepared full company budget with quarterly profitability goals and established accountability throughout management.
* Restructured vendor, investment, and customer relationships to improve processes and increase cash flows.
* Revised financial reporting and completed annual audits with unqualified opinions.
* Assisted in producing strategic plan to increase value of company and provide direction.

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**Vice President/CFO –** Crunchy Technologies, Inc., Arlington, Va. 2000 – 2001

* Working to raise equity funding for internet professional services firm via private placement with venture firms and angel investors.
* Finalizing conversion from LLC to C-corporation.
* Taking company through financial turnaround due to depressed market.
* Establishing additional financing to fund growth.
* Prepared business plan and financial model.
* Oversee all financial aspects of startup business.
* Contract analysis and margin projections.
* Assist CEO in strategic planning.

**Vice President / CFO –** FreBon International Corporation, Inc. , Vienna, Va. 1999 – 2000

* Working with venture capital firms and investment bankers for a private placement.
* Completed financial portion of business plan and financial model.
* Presented financial model to independent CPA’s corporate financial personnel for review.
* Preparing company for growth and IPO opportunity.
* Completed acquisition of company for $ 33 million.

### Vice President Corporate Planning and Analysis – GOVERNMENT TECHNOLOGY SERVICES, INC

(GTSI) Chantilly, Va 1998 - 1999

1. Net sales increased over 24% to $ 600 Million for government reseller of products and services.
2. Increased gross margins as a percentage of sales by 15%, decreased operating expenses as percentage of sales by 5%.

* Enhanced cash management reducing borrowings over 50% and increasing working capital as a percentage of sales by 36%.
* Turned company profitable for first time in four years.
* In charge of all SEC, Government reporting, state & local tax compliance issues and interfaced with brokers, bankers, and market analysts.

**Vice President Finance** – BTG, INC. , Fairfax, Va. 1995 - 1998

1. Unprecedented growth internally and through acquisitions to over $ 600 Million in revenue and increased stock value by 200% for government and commercial contractor.
2. Due diligence effort culminating in acquisition of subsidiary contributing in excess of $ 3 million in profit.
3. Financial oversight of three strategic business units with total finance staff of 50 and over 1,400 employees in multiple locations.
4. Liaison with DCAA compliance; SEC reporting, and tax compliance.
5. Finance team on acquisition of business unit by GTSI, went with acquisition.

**CFO / Vice President –** CONCEPT AUTOMATION, INC. (CAI), Sterling, Va. 1990 - 1995

1. Developed and implemented plan which provided growth from $ 10 million to $ 85 million in revenue in 5 years for government contractor.
2. Installed Deltek accounting system and designed corporate policies and procedures for growth along with establishment of budgeting process.
3. Positioned company for IPO and/or acquisition.

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**Partner** – HEIDINGER, NOFTSINGER & CO. P.C., CPA’s, Manassas, Va. 1988 - 1990

1. Partner in charge of financial audits, corporate tax preparation.
2. Specialize in providing strategic planning for a variety of businesses.
3. Personal tax planning and preparation.

**Manager** – THOMPSON, GREENSPON & CO., CPA’s, Fairfax, Va. 1978 – 1981

1986 - 1988

1. In charge of large audits of companies in a wide range of industries with specialization in government contracting.
2. Provided corporate tax and financial planning advice to clients.
3. Interfaced with Board of Directors and Audit Committees of clients.

**CFO / Executive Vice President** – BRUCE W. EBERLE & ASSOC., INC. , Vienna, Va. 1981 - 1985

1. Performed turnaround of business; resolving overdue loans, reinstating lines of credit, and positioning company for growth.
2. Lead establishment of four subsidiary companies providing vertical integration of business products.
3. Installed new accounting system and instituted new corporate policies and procedures.

Personal Information:

* Married for 48 years with three grown children and five grandchildren
* Have taught church courses and served as an elder
* Enjoy playing golf
* Served on Board of Directors of Boys & Girls Club of Roanoke Valley
* Teach Accounting Principles 101, Personal Finance and served as freshman orientation

mentor