DAYNE DEL VALLE

South Florida
(305) 987-3175
e: daynedelvalle@yahoo.com
web: daynedelvalle.workfolio.com
LinkedIn.com/in/daynedelvalle

CHIEF FINANCIAL OFFICER | VP FINANCE & COO

Transformational, high-impact executive-level CFO with over 20 years' experience leading financial operations, investor capital wealth management, real estate developments with a proven track record of identifying multi-million dollar growth opportunities, developing effective investment strategies to generate strong revenue, leverage business relationships to drive competitive advantages and develop new markets to generate over $20B in revenue and $250MM in profits. Proven financial team leader with a track record of executing high-level and company-wide goals, objectives, and driving proactive cash flow and revenue-driven improvements while facing seemingly insurmountable obstacles and during economic down-cycles generating high-value IRR investor cash returns.

EXPERTISE

- **Confident Power Style**
- **Highly Adaptive |Solutions Driven**
- **Tax Strategy & IRS Tax Code Compliance – F1120/1065s**
- **Financial Planning & Analysis**
- **Financial Statements, Audits**
- **US GAAP, SEC & IFRS Reports**
- **Capital & Asset Management**
- **Budgets, Variance & Expense Controls**
- **Financial Modeling & DCFs**
- **Foundations Donations & MOUs**
- **Investor Performance – IRR, ROIC**
- **Capital Fundraising Expertise**
- **Investor Relationship Mgmt.**
- **Cash Flow & Treasury Mgmt.**
- **Bank Financing Experience – Mortgage, Line of Credit & Loan Maintenance, Restructuring (TDRs)**
- **Mergers & Acquisitions (M&A)**
- **Investment Deal Underwriting**
- **IT Cloud-based Financial Systems**
- **Financial Team Leader**
- **Revenue Growth**
- **Strong Negotiation Skills**
- **Financial Due Diligence**
- **Waterfall Analysis**
- **Asset & Estate Tax Planning & Trusts (REITs)**
- **Risk & Insurance Management**
- **Real Estate Portfolio Management**
- **Commercial Leasing, NNN Lease**
- **Human Resources, Benefits & Performance Compensation**
- **Operating Procedures**
- **High Ethical Values**
- **DISC: ID Style | iMA: High Red**
- **Excellent Communication Skills**
- **Business Analytics**
- **Hand-on Leadership Style**

STRENGTHS

- Over 15 years of Adding value as an experienced CFO and Senior Financial Executive Leadership roles in high-growth, telecom, technology, real estate, manufacturing, family wealth, Private Equity (PE)/Venture Capital (VC), and E-Comm.
- Over 10 years as CFO for multiple South Florida construction and real estate businesses in charge of revenues ranging from $50MM to $250MM and $2B investment portfolio of real estate assets. As CFO Century 2012, responsible for a group of 12 companies; 10 Partnerships & two (2) Corporations with over 300 K-1s each tax year.
- Leading full financials, cash, treasury, financial accounting, reporting and tax compliance, tax regulatory issues including an annual audit, tax returns, budgeting, cash flows, financial forecasting and projections, financial controls, reporting directly to CEOs, Principals & BODs.
- Managing private equity, family wealth management, and funding deals and investment life cycle to generate top invest IRRs/ROICs, Cash on Cash (COC) investor returns by portfolio class, and geographic diversification targets based on client relationship targets.
- Raising capital, both debt and equity during the economic crisis: such as equity: securing $400MM of venture capital and debt: $600MM credit from banks during an economic recession.
- Heavy Mergers & Acquisitions: Leading, directing, and completing over 150+ deals or $5B value, using direct acquisitions, strategic alliances and/or joint ventures with debt and equity capital fundraising sources and complex legal equity buy-out and loan agreements.
- Underwriting financial model and valuation of business drivers, target acquisition planning, and financial due diligence PE/VC experience.
- Driving Excellent Performance Culture with High Professional Ethical Integrity and Servant Leadership Style.

PROFESSIONAL EXPERIENCE

MIDTOWN CAPITAL PARTNERS & AFFILIATES, AUM $650MM & 1B WEALTH — 2019 – Present

Private Equity Wealth Management Firm, Commercial Real Estate & Alternative Investments

Chief Financial Officer: Manage and provide direct leadership for all cash, treasury, including financial accounting, reporting and tax compliance, regulations and annual audits, tax returns, budgeting, forecasting, projections, and financial investment controls. Direct and oversee financial investment committee, investment strategy formulation, and execution of acquisition target planning, Pro-forma modeling, financing, lease underwriting, commercial real estate market research and intelligence. Financial, tax, and audit formative framework for investor reporting, tracking asset performance management for a diversified investment portfolio.

- Currently manage the **financial investments and estate tax planning function for over 50 high wealth clients with over $1Billion investment in diversified holdings** of both controlling and non-controlling equity interests and joint-ventures and direct real estate investments with direct oversight over the tax, legal formation and financial investment performance of their respective tax SPVs and fund structures.
- **Key investor relations liaison** and **primary contact with private equity investors, banks**, debtors, other stakeholders, attorneys, and insurance companies for the group. SPV/fund terms negotiator for Owners, CEO, Board of Directors and collaborate with external legal counsel to prepare legal fund membership and note agreements, waterfalls, and all acquisition, debt agreements, and relevant due diligence documents.
- Lead **Asset Management & Performance Tracking** for Investments to ensure **project IRRs and investor ROICs/COCs** are met, including Quarterly/Monthly Investor Distributions and BOD Quarterly Reports.
- **Tax strategy and structures** managed in the form of corporations, partnerships, and family estate trusts and charitable foundations. Tax compliance for 157 individual asset class portfolio tax returns consisting of trusts, both domestic and foreign, and offshore trust structures designed for optimal tax efficiency with tax residency structures in Spain, Ireland, Luxemburg, Panama, and British Virgin Islands (BVI), among others. US Tax Forms include: Form 1041s, 1065s, 1120s, 1120S, 1120C.
- Created and implemented a value-added product line to **increase revenues asset management fees (AMFs) by 50% and asset under management (AUM) growth by 30% within six months.**
- Developed a **global cash flow model for all commercial real estate investment portfolios** used to project the Firm's cash flow and funding needs over a **12-24-month timeframe used to secure a $50MM revolving LOC credit facility.**

TRANSCENDENT INVESTMENT MANAGEMENT GROUP (TIM), AUM $500MM 2018 - 2019

Chief Financial Officer, Controller: Led financial planning, forecasting, financial reporting, and asset management. Oversight of internal controls that included cash, treasury, high net worth transactions, and operational management for the investor, and lender reporting.

- **Built an $80MM fully integrated financial reporting platform with a dynamic cash flow-driven model.** Turned around failed attempts by Harvard Business School recruits to create a solid financial strategy.
    - Built PE real estate investment financial modeling platform with integrated financial statements, investor reporting, and expected cash flow modeling and waterfall.
    - Renegotiated the **$30M Debt lender terms generating fund value of $6MM,** and establishing an early liquidation strategy, trache-driven to maximize returns exceeding investor expectations.
- Implemented **Financial Controls and Investment Management** cloud-based model for a **20% increase in profits and $5MM cash flow within a three 3-month timeframe.**
    - Established financial controls for all TIM invested 650 real estate assets SFH/MFH/Com, related internal cash and inventory controls (e.g. tenant leasing, occupancy, collections, bad debt write-offs, leasing efforts KPIs, CAM expense recovery and SAP leasing reconciliations, NNN and gross leasing metrics, including broker commission structure to optimize value and increase ROA and ROIC.

METRO 1 REAL ESTATE INVESTMENT GROUP AUM $350MM & JV AUM $1B 2017 - 2018

Chief Financial Officer: Primary liaison and Owner Representative including financial leadership, Commercial real estate investment, leasing deals, and contract brokerage in collaboration with the Principals. Hands-on leadership of the accounting department (A/R, A/P, and Financial Analyst), active brokerage office operations and direct supervisor of the office manager, reception's, brokers, and property managers for the group.

- Formulated strategic business plans to restructure **JV Partnership interest** to protect **$100MM ownership value** in the venture **and increased partnership interest by $25MM**.

- Provided expert knowledge and guidance on US Tax Inside & Outside IRC SS Tax Basis Regulations and US GAAP Accounting for Partnership Capital Contributions & Allocation Standards (FASB) while collaborating with external tax and audit firms.

DEL VALLE FINANCIAL SERVICES 2012 - 2017

Chief Financial Officer, Managing Partner: Full-scale financial management consulting of the treasury, financial, tax and audit support services for key clients such as *HIG Capital Private Equity & Related Entities*, *GTIS Holdings*, *Century Homebuilders, Eastview Developers, Faena Group, GWS Corp, L-3 Communications, Carnival Cruise Lines,* and *Metro 1*.

- **Secured $600MM** with optimal underwriting hurdles and lending terms during an economic slowdown.
  - Implemented the model of financial systems across multi-national operations within six months.
  - Developed integrated Essbase - SAP financial modeling tools to formulate strategy by identifying key financial performance drivers used to improve business results and earnings.

CENTURY PARTNERS GROUP, LTD & AFFILIATES, AUM: $2B 2006 - 2012

Second Largest Real Estate Developer & Homebuilder in Dade-County, FL, Highly Profitable & PE 300+ Investors

Chief Financial Officer: Created and deployed forward-thinking initiatives to drive the vision of financial goals while managing up to $1.2MM budget, cash, treasury, financial accounting, financial reports, tax compliance, tax regulatory issues including annual financial audits, tax returns, budget proposals, cash flows, and forecasting. Developed and managed reports prepared for the Board of Directors.

- **Secured $400MM of venture capital to safeguard real estate assets during an economic recession in the US real estate market**.
- **Restructured equity partnership Interest** to recognize new firm valuation based on FMW of assets.
- **Structured the JV Partnership Interests 150+ Agreements** and forged JV Partnership Interests with top U.S. builders that **generated over $350MM** in **AUM revolving deal flow** basis for six (6) years.

EARLY CAREER

Chief Financial Officer, EFC Holdings, LLC.; **Director of Financial Corporate Planning**, Technical Olympic USA, Inc.; **Manager Strategic Planning & Global Investments-US**, Telefonica International USA, Inc.

EDUCATION - CERTIFICATION

Master of Business Administration (MBA), Finance & Accounting | Florida International University, Miami, FL
Bachelor of Science (BS), Accounting & Personnel Management | Florida International University, Miami, FL
Financial Securities Series 2-15 License: W184681
Certified Public Accountant, Expected 2020

AFFILIATIONS

Florida Banking Group
Harvard Business Review
CFO Leadership Forum – South Florida Chapter
CFO Network
Harvard Business Analytics Program Virtual
CFO Alliance
South Florida Honorary Member-AICPA
Family Office & Private Equity Wealth Mgmt Forum
Homebuilding Executives Group
Bloomberg Law: Intl Fin

TECHNICAL SKILLS – EXPERIENCE FACTORS – PERSONAL QUALITIES:

MRI RE Software, PropertyWare, Yardi Voyager, Yardi Investor, Investor Management System (IMS), Oracle-Net Suite, Client Ledger System, Rent Manager, Timberline, Broker Wolf, Rent Manager, QuickBooks, SAP, SaaS, Microsoft Office Suite (Excel, PowerPoint, Word), SalesForce CRM, Argus Real Estate Modeling Software, Lexis Nexis, HubSpot, Internal Control Management, Leadership, Consulting, Closing Processes, Regulatory compliance, Operations Management, Staff Training, Customer Service, Recruit, Policies, Writing Complex Projects, Financial Data, Index Product, Accounting Principles, Auditing, Budget Preparation, Customer Retention, Team Building, Mentoring, Development, Negotiation, Financial Analysis, Financial Reporting, Bilingual, Contracts, Financial Management, Analytical Skills, Grants, Green Resource Recovery, HACCP, Balance Sheets, Data Analysis,

documentation, Business Development, Banking Relations, B2B, Account Management, Healthcare, Convention and Event Planning, Government Advocacy, Metrics, KPIs, Course Design, Strong Verbal Communication Skills, Cost Reduction, Cost Control, Health Plans, Welfare Plans, Constituent Relations, Human Resources, Cloud, Branding, Billing Antitrust, AR – AP, Administrative Software, Campaign Management, Claims, HAZMAT, Cost Accounting, Accounting Systems, ERP, Hiring, Recruiting, B2C, Strong Work Ethic, Proven Results Oriented, Daily Operations, Relationship Management, Excellent Communication Skills, Highly Adaptive, Solutions, Budget Variance & Expense Controls, Proactive Management Experience, Organizational Structure, Cloud-based Financial Systems, Analytical Strategic Thinking, Positive & Resilience Minded, Attention to Detail, Diverse International Experience, FP&A, implementation of financial information systems, public accounting CPA firm experience 6 years, executing high-level and company-wide obstacles, hands-on, team leader, business unit management, tax returns, K-1s, audits, budgeting, cash flows, forecasting, projections and financial controls, tax regulatory issues, loan covenants, debt service coverage requirements, repayment and other guarantees, recourse loan exposure, high net worth, institutional investors, Board of Directors (BOD), investment team leader, real estate accounting, separate accounts, fund structures, self-motivated, self-starter, goal-oriented, organized, detail oriented, COO, annual tax filings, complex financial modeling, real estate accounting, LLC and LP agreements, high net worth and institutional clients, real estate investor relations.