DAYNE DEL VALLE

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CHIEF FINANCIAL OFFICER | VP FINANCE & COO

Inspirational and dedicated CFO – Finance professional with a proven track record of generating over $20B in revenue and $250MM in profits. Impact includes several measurable, hands-on and team-oriented accomplishments using operationally driven and creative financial leadership strategies. Self-motivated and engaging leader responsible for all cash, treasury, financial accounting, reporting, tax compliance, and tax regulatory issues including annual audit, tax returns, budgeting, cash flows, forecasting projections, and financial controls. Diverse international experience in M&A, strategic finance, business unit management, corporate FP&A, and implementation of financial information systems within both multi-national public and private equity-held companies. focused on executing high-level and company-wide goals, objectives, and driving proactive improvements while facing seemingly insurmountable obstacles and during economic down-cycles generating high-value IRR investor returns. Strong desire to crossover to a partnership role or senior executive leadership.

EXPERTISE

- **Strong Work Ethic**
- **Proven Results Oriented**
- **Daily Operations**
- **Relationship Management**
- **Excellent Communication Skills**
- **Confident Power Style**
- **Highly Adaptive |Solutions**
- **Variance & Expense Controls**
- **Proactive Management Experience**
- **Organizational Structure**
- **Cloud-based Financial Systems**
- **Analytical**
- **Strategic Thinking**
- **Positive & Resilience Minded**
- **Attention to Detail**
- **M&A Expertise**
- **Strategic Direction**
- **Revenue Growth**
- **Operating Procedures**
- **High Ethical Values**
- **Strong Negotiation Skills**
- **Financial Team Leader**
- **DISC: ID Style | iMA: High Red**

STRENGTHS

- Over 15 years of Adding value as an experienced CFO in Private Equity (PE) and Senior Financial Executive Leadership roles in high-growth, telecom, technology, real estate, family wealth, PE/VC and E-Comm.
- Leading full financials, cash, treasury, financial accounting, reporting and tax compliance, tax regulatory issues including 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.
- Raising capital, both debt and equity during economic crisis: such as equity: securing $400MM of venture capital and debt: $600MM credit from banks during 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 fund raising 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 experience.
- Driving Excellent Performance Culture with Ethical Integrity and Servant Leadership Style.

PROFESSIONAL EXPERIENCE

MIDTOWN CAPITAL PARTNERS & AFFILIATES — 02/2019 - Present

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.

- Created and implemented a value-added product line to **increase revenues (AMFs) by 50% and asset under management (AUM) growth by 30% within 6-months.**

TRANSCENDENT INVESTMENT MANAGEMENT GROUP (TIM) 06/ 2018 – 02/2019

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 $80M 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 $6M,** and establishing an early liquidation strategy, trache-driven to maximize returns exceeding investor expectations.
- Implemented Financial Controls and Investment Management for an **increase in profitability by 20% and cash flow over $2M within 3-months.**
  - Established financial controls for all TIM invested real estate assets, 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 commissions to optimize value and increase ROA and ROIC.

METRO 1 REAL ESTATE INVESTMENT AND BROKERAGE GROUP 01/2017 - 06/2018

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 ownership value in the venture **and increased interest by $5M**.
  - Provided expert knowledge of US tax and GAAP Basis - Inside & Outside IRC SS Regulations.

DEL VALLE FINANCIAL SERVICES Jan 2012 to Jan 2017

Chief Financial Officer, Managing Partner: Full-scale financial management consulting of 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 $600M** with optimal underwriting hurdles and lending terms during an economic slowdown.
  - Implemented the model of a 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 Jan 2006 to Jan 2012

Chief Financial Officer: Created and deployed forward-thinking initiatives to drive the vision of financial goals while managing up to $1.2M 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 $400Million 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 Interest Agreements** and forged JV Partnership Interests with top U.S. builders that **generated over $150M** in AUM deal flow on revolving and re-investment basis for over six years.

EARLY CAREER

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