

LANCE O'DONNELL

OWNER, AFD FINANCE SOLUTIONS LLC

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SUMMARY AND QUALIFICATIONS

Accomplished, resourceful, and proactive Financial Analyst with comprehensive experience meeting and exceeding goals within remote and distributed environments. Excellent analytical, diagnostic, interpersonal and problem-solving skills; innate ability to comprehend and handle large volumes of data and summarize key facts and conclusions for individuals from diverse backgrounds and experiences. Expertly producing business analyses forecasting reports under various expenditure scenarios that allow for accurate forecasting of profits, costs, and taxes applicable to various industries. Adapting quickly within dynamic, fast paced environments, skillfully managing time and resources to successfully coordinate multiple concurrent projects. Effectively communicating and collaborating across all levels of an organization while adeptly jumping in and around different initiatives with substantial contributions.

Accounting | Bookkeeping | Quickbooks Online Certified | Financial Planning | Budgeting | Forecasting Models | Data Analytics | Corporate Finance | Strong Financial Acumen | Self-motivated | Collaborative | Time and Task Management | Written and Verbal Communication

PROFESSIONAL EXPERIENCE

Mountain Life, Vail and Steamboat Springs, CO

2009 - Present

- Currently the owner of AFD Finance Solutions LLC, an online financial services company providing bookkeeping and accounting as well as financial planning and analysis and custom spreadsheet solutions.
- Recently Operations Manager for Hill's Lawn and Landscape performing all accounting functions, forecasting, cash flow planning, and providing insights to increase efficiency and profitably across all lines of services.
- Previously has worked at a wide range of local employment opportunities including maintenance technician, transportation professional, youth program coordinator, ski instructor, youth sports coach, and mountain safety patroller.

Independent Contractor, Home Office, On-Site

PROJECT CONSULTANT

- Delivered customized budgeting, financial planning, and analysis consultation services to a wide range of private, public, and governmental organizations including Vail Resorts, Duke Energy Field Service, Pearl Izumi, Fresh Produce Clothing, Professional Rodeo Cowboys Association, Eagle County Government, Grit Rock Rodeo, TruStile Doors, MonierLifetile, AIMCO, Roche, and Benchmark Strategy Group.
- Partnered with operational managers within organizations to develop a comprehensive evaluation of financial results, focusing on key metrics.
- Scaled and improved financial reporting (monthly, quarterly annual); gathered, consolidated, and analyzed operating and financial results, prepared internal and external reporting deliverables, analyzed trends and drivers, and explained forecast versus actual variances.
- Skillfully leveraged financial systems to automate and improve current reporting processes.

HIGHLIGHTED PROJECTS

- Developed models to analyze different usage and replacement scenarios for county motor pools; made recommendations for changes in replacement policies and fleet sizes that saved the county \$5-7 million.
- Designed a capacity planning model where firm could input potential projects and their timing and staffing requirements and model schedules resources and displays where they would be over/under

booked. Model also contained deposit, payment terms from clients and to resources and other financial information to create a running cash flow.

- Created forecasting tool and integrated financial statement model for multi-business unit clothing company. Forecasting included rolling in Sales and COGS projections, capital budgeting, staffing levels, amortization, etc. Projected financials by unit and on a consolidated basis. Model was used for internal management as well as supplied to the bank for credit line renegotiation.
- Evaluated Financial Advisory/Underwriting proposals received in response to an RFP related to proposed construction of a new Justice Center Campus. Provided a ranking of the proposals based on how they met the criteria in the RFP, cost, etc.
- Constructed a capacity planning model where potential projects were input based on their type and timing. Model then populated resource requirements by employee type as well as plant capacity requirements by plant type, compared them to existing capacity and highlighted areas where either staff or plant capacity would be overbooked.
- Standardized budgeting templates for use by all operating departments and consolidated departmental budgets into the corporate budget upload format. Forecasting included rolling in Sales and COGS projections, capital budgeting, staffing levels, amortization, etc. Projected financials by business unit and on a consolidated basis. Designed PowerPoint presentation for budgeting meeting with parent company.
- Created model which took data from existing PeopleSoft Custom GP Loan module, reorganized into a "waterfall" by partnership and created source files to populate the new Custom GP Loan Module.

ADDITIONAL EXPERIENCE

Get2Net Corporation, Denver, CO

DIRECTOR OF FINANCE / CONTROLLER

- Active member of a four-person management team integrally involved in operations, business development, organizational structure and overall company strategy as well as participation in all areas of deployment and operation of organization's public internet access kiosks.

TECHNOLOGIES

Finance and Accounting: Quickbooks Online Certified ProAdvisor, MS Office (Excel (including modeling), Access), multiple ERP systems such as PeopleSoft, MAS90, QuickBooks, and NetSuite

Remote Collaboration and Communication: Google Workspace (Meetings, Drive), MS Outlook, Zoom

Document Management: MS Office (Word, Excel, Access, PowerPoint), Google Drive (Docs, Sheets, Forms, Slides)

Additional: Front-end web development languages HTML and CSS

SKILLFULLY ADAPTING NEW TECHNOLOGY QUICKLY AND INDEPENDENTLY

EDUCATION

Bachelor of Science (BS) | Business Administration: Finance and Business Economics

University of Southern California, Los Angeles, California