

## Felipe A. Corrado IV, CPA

Highly accomplished professional with almost two decades of experience as an owner/operator, CFO, management consultant, financial analyst, practicing certified public accountant and auditor. Areas of expertise include financial due diligence/quality of earnings, forensic, fraud, corporate investigations, litigation support and economic damage calculation engagements on behalf of private equity investors, lenders, attorneys, public and private companies.

## Credentials & Expertise

### Expertise

- ◆ Project Management
- ◆ Financial/Accounting Due Diligence
- ◆ Forecasting and Budgeting
- ◆ Forensic Accounting Analysis
- ◆ Litigation Support

### Industries

- ◆ Oil and Gas
- ◆ Manufacturing
- ◆ Restaurants
- ◆ Retail & Consumer Products
- ◆ Media & Entertainment
- ◆ Aerospace

### Associations & Certifications

- ◆ Certified Public Accountant, California

### Education

- ◆ **BS in Accounting and Finance**, University of Southern California, Leventhal School of Accounting, Marshall School of Business

### Achievements

- ◆ Identified over \$60M in purchase price adjustments and \$40M in fraud-related losses.
- ◆ Assumed control of a struggling retail operation and restructured all debt, reorganized all departments and facilitated a 300% increase in EBITDA.
- ◆ Increased sales 30%, gross margins 14%, and eliminated \$235,000 of SG&A expenses.

### Highlights

- ◆ **BDO USA**, Senior Manager Transaction Services
- ◆ **Avant Advisory Group**, Senior Consultant

### Languages

- ◆ English
- ◆ Spanish

For over 15 years, BGA has proudly filled the gap that often exists between accounting firms striving to maintain independence and their clients. We understand the compliance requirements and needs of our public and private clients. Our unwavering commitment to excellence has enabled us to assist thousands of domestic and international companies with everything from complex M&A transactions to IPOs and technical accounting for financial reporting.

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### Experience



BDO USA LLP   ◆   Senior Manager Transaction Services – 2019 to Present

- ◆ Perform buy and sell-side financial due diligence.
- ◆ Complete Quality of Earnings analysis and net working capital analysis.
- ◆ Conduct working capital reviews.



Avant Advisory Group   ◆   Senior Consultant – 2012 to 2019

- ◆ Performed multiple financial due diligence/quality of earnings, forensic, fraud, corporate investigations, interim management, litigation support and economic damage calculation engagements across multiple industries on behalf of private equity investors, lenders, and attorneys.
- ◆ Identified over \$60M in purchase price adjustments and \$40M in fraud-related losses.
- ◆ Assessed the acquisition, integration, and operations of businesses in various industries.
- ◆ Prepared multi-year, integrated financial forecasts, including 13-week cash forecasts for liquidity strained companies.
- ◆ Performed buy and sell-side diligence on over 60 acquisitions and financing deals across the United States, Mexico and Canada in multiple industries, that include: aerospace & defense, apparel, industrial manufacturing, oil & gas, including green fuels, waste management, SAAS and retail - restaurant & franchising.
- ◆ Conducted fraud examinations, determined purchase price adjustments, performed financial modeling, evaluated cash flows and multi-year forecasts, performed operational assessments of portfolio companies, reported/adjusted EBITDA validation and provided forensic accounting analyses and litigation support.
- ◆ Assisted counsel and provided attorney-client privileged work product for malpractice matters.



Catalina's Supermarket Inc   ◆   Chief Financial Officer – 2009 to 2018

- ◆ Restructured operations, increasing profits within 18 months.
- ◆ Prepared business plan.
- ◆ Secured financing and oversaw store expansion from 5,000 to 12,000 square feet.
- ◆ Managed daily operations, including; sales & marketing, purchasing, vendor relations, inventories, financial reporting and city relations.
- ◆ Increased revenues by over 30% between 2009 and 2017.
- ◆ Directed \$3 million purchasing budget between 2015 and 2018.

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### Experience

- ◆ Increased gross margins from 24% to 38% by sourcing from new vendors, utilizing 3rd party logistics and negotiating volume discounts.
- ◆ Identified operational inefficiencies and lowered SG&A costs by \$235,000.
- ◆ Increased EBITDA over 300% between 2009 and 2017.

#### Accounting & Finance

- ◆ Prepared management reports, financial statements, quarterly cash flows, and break-even analyses.
- ◆ Implemented accounting and purchasing policies & procedures manual.
- ◆ Monitored debt levels and compliance with debt covenants.
- ◆ Acquired equipment which lowered production costs by over 50% for top selling items.
- ◆ Implemented an ERP system integrating accounting, point-of-sale terminals, inventory management, credit card processing and operating scales.
- ◆ Assisted counsel and public adjuster regarding civil actions against various parties for gross negligence.
- ◆ Computed economic damage calculations for the respective civil matters.

#### Forecasting, Planning & Management

- ◆ Managed family office investment portfolio (~ \$20M appraised value).
- ◆ Re-negotiated credit agreements, lowering annual financing expense by \$80,000.
- ◆ Re-purposed a residential home into a four-unit apartment building, increasing annual rents by \$84,000.
- ◆ Subdivided two commercial buildings; monthly rent rose from \$16,000 to over \$30,000.
- ◆ Managed a 1031 exchange for the family portfolio.
- ◆ Former treasurer for the local Neighborhood Council, which advises the Councilman's office on community affairs.

- ◆ Consulted on middle market transactions, including financial due diligence, forensics and litigation support.
- ◆ Evaluated projected and historical cash flow and quality of earnings for multiple companies.
- ◆ Collaborated with management to develop long-range, strategic plans for portfolio companies.
- ◆ Performed EBITDA validation, gross margin and SKU analyses, cost allocation assessments, vetting pro forma adjustments, and multi-year forecasts.
- ◆ Provided operational assessments of clients' portfolio companies.
- ◆ Developed internal controls and performed internal and external financial reporting for numerous privately held corporations.

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### Experience



Walt Disney Records Group ◆ Senior Financial Analyst – 2004 to 2006

- ◆ Assisted the label General Manager in brokering a deal with the home video group, which provided \$1.2 million in profit to the label.
- ◆ Assisted in the development, sales and marketing of high-profile projects including: High School Musical (triple platinum) and the Cars Soundtrack (gold certification).
- ◆ Reviewed talent contracts and prepared a sensitivity analysis for all new projects.
- ◆ Assisted in a balance sheet clean-up project, resulting in \$3M of additional revenue for FY 2005.
- ◆ Created sales forecast models, used to provide financial information to the corporate finance team.



Pricewaterhouse Coopers ◆ Senior Accountant – 2001 to 2004

- ◆ Analyzed complex contracts, fund performance-based payouts, and international operations.
- ◆ Investigated fluctuations in financial statements to determine risk and draw conclusions to evaluate the design and effectiveness of internal controls.
- ◆ Acting Manager on over 30 investment advisor audits, 20 fund audits and multiple SAS 70 reports.
- ◆ Managed and trained teams of two to five associates per engagement.
- ◆ Priced hedge funds, venture capital, private equity and mutual funds.

### Contact Us

**Blythe Global Advisors, LLC**

Blythe Global Advisors is headquartered in Southern California with a broad geographic reach across the United States via the BlytheTeam®

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