



Oakwood Homes

Denver, Colorado

Position:

Chief Financial Officer

Duration:

1992 - 2008



Specialty: Financial Services, Land Development Services, Acquisition Services

Client Need

- The Company needed a CFO to oversee the establishment of all financial, accounting, reporting and IT procedures and systems to support its explosive growth in homebuilding and community development.

Assignment Highlights

- As CFO and member of the Senior Management Team, directly supported and helped finance the expansion of Oakwood's home building operations from 40+ homes per year in 1991 to over 850 per year while at the same time expanding Oakwood's operations into land investment, land development, mortgage services, title insurance services, risk management, golf course management, apartment management and non-profit community support

Results

- Directly assisted in creating 30+ entities and setting up Oakwood's operations to:
 - purchase land for investment purposes and capital gains tax treatment (acquired over 5800 acres of Colorado front range land);
 - perform land development and lot improvements (developed over 7800 lots);
 - sell, build and warrant houses (closed more than 9000 houses);
 - Start-up and manage metropolitan districts;
 - issue title insurance from related title company;
 - broker mortgage originations through related company;
 - manage financial and operational risk;
 - manage a golf course;
 - manage apartments for rent;
 - perform community services via non-profit entities.
- Successfully provided the following services to all of Oakwood's operations:
 - managed financial strategy including creating business plans and cash flow projections;
 - oversaw all accounting and financial activities including maintaining financial records;
 - secured individual bank lines of credit;
 - implemented and managed a \$125m bank syndicated credit facility;
 - directed numerous metropolitan district activities including issuing \$100m+ in general obligations bonds;
 - directed and oversaw human resource functions;
 - directed and oversaw IT functions;
 - oversaw financial and operational risk management.

