



Bill Dahl – Management Consultant

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Overview

Bill Dahl is a management consultancy professional with a depth and breadth of experience meeting the challenges faced by companies in a variety of diverse business environments.

I earned a Bachelor's and Master's degree from Washington State University. He possesses an extensive background in evaluating, reorganizing and revitalizing business operations. He is adept at developing creative, enduring solutions to complex organizational, financial, market assessment & development, product distribution and customer service challenges. His background in accounting, distribution, construction, manufacturing, risk assessment and management, profit and loss responsibility, lending, strategic consultations, business planning, strategic planning, auditing, development of strategic partner relationships, customer service, marketing and commercial finance is solid.

My professional career can be characterized as one that has embraced the challenges of enhancing the effectiveness of Company operations in a broad spectrum of industries, including those with operations and markets abroad. The companies he has served range in size from start-ups to the Fortune 100. He has traveled extensively throughout the U.S. and overseas.

I have extensive business experience, garnered primarily in *both* the financial services aspect of various industries in the U.S. (employed by others in an employee/employer relationship) - *and* as a self-employed management consultant. My clients have ranged in size, industry and nature - including publicly traded and privately held companies.

This experience includes the following and allows him to provide these professional services when the business questions include:

1. Who can come in and provide the leadership and guidance this Company requires?
2. What's going on with that Company?
3. How much is that Company worth.
4. What are the strengths and weaknesses of the prospective merger?

5. Who might we retain to get an objective, third-party assessment of this business situation?

- Due diligence exams.
- Operational/business process audits.
- On-site commercial borrower audits.
- Business planning.
- Business valuations.
- Budgeting/financial forecasting.
- Commercial loan risk-rating exams.
- Market potential assessments.
- Credit scoring modeling.
- Pre/post funding collateral exams.
- Accounts receivable/credit management exams.
- A/R collectability exams.
- Mergers & acquisitions due diligence.
- Extensive debtor/creditor conflict assessment/resolution experience.
- Distressed entity evaluations and workouts.
- Pre/post-investment/pre-funding/post funding audits.
- Covenant compliance exams.
- Competition and market analysis.
- Strategic partner evaluation/identification/development.
- Succession planning.
- Social media strategy evaluation.
- FDIC loan portfolio/asset exams.
- Appraisal reviews.
- Arranging financing.
- Strategic plan development, implementation, and evaluation.

During the past decade I have been employed as VP & General Manager - COO, Management Consultant (self-employed) in Orange County, CA and Redmond, Oregon, Vice President & Senior Business Development Officer for a FORTUNE 100 Commercial Finance company, Western U.S. Regional Manager for a FORTUNE 100 Commercial Finance company, and as Vice President and Assistant Branch Manager, and Vice President and Commercial Banking Officer for two regional, FDIC insured banks. My career also includes terms with companies in the roles of Director of Credit, Corporate Credit Manager, Regional Senior Vice President, District Manager and Field Auditor.

This experiential base has included (but is not limited to) growing companies in terms of market share and profitability. Assessing and developing business, marketing, operational and financial plans.

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My professional experience also includes the examination/analysis (and, in some cases, preparation of) of any and all types of financial information, both business and personal credit information, business process assessments, state and federal tax returns, information stored in the public domain accessed electronically, accounting records, policy and procedure guidelines, asset and liability confirmations, bank, investment and loan account statements/supporting documentation, business registration information, marketing materials, business plans, researched and reviewed private placement memoranda – in concert with legal counsel, S-1 registration statements, disclosure statements, documents and financial information supplied to the Securities and Exchange Commission, personal financial statements, pro forma financial statements, examining accredited investor affidavits, reorganization plans, import/export licenses, the records of customs brokers, business contracts, personal/corporate correspondence, application materials, appraisals (both commercial and residential), insurance documentation, vendor agreements, insurance claims and supporting documentation, resumes, product liability disclosures, financial modeling, SBA loan applications, promissory notes, security documentation, deeds of trust, UCC information, environmental hazard disclosures, purchase and sale agreements, a vast array of financial forecast materials – including those representing prospective/future return on investment and profitability.

Bill has consulted for Port Townsend Paper Corporation, Vulcan Ventures (Paul Allen's investment vector in Bellevue, WA) and KING Videocable Company (a former NBC affiliate) - as well as a multitude of others.

To discuss your needs, or those of your clients, or colleagues – please contact me at 541-678-0146 to arrange a confidential consultation of your challenges and opportunities. Feel free to share this correspondence with your network.

Sincerely yours,

Bill Dahl

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