

MICHAEL WESTLAND

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CHIEF FINANCIAL OFFICER

Motivated, versatile, and well-respected finance executive with twelve plus years of experience directing financial operations and investments for organizations ranging from one of the fastest growing logistics companies in Minnesota to one of the largest privately owned fleets in the school bus and motor coach transportation sector. Proven financial analysis and operations acuity, developing systems to effectively integrate reporting, budgeting, and strategic planning in order to optimize company value, maximize cash flow, and minimize risk and cost. Effective communicator and dynamic decision-maker, driven by solid analytical and leadership skills. Consistently exceeds performance and profitability goals through insightful forecasting, positive culture change, and innovative process improvements.

KEY AREAS OF EXPERTISE

- Budgeting and Forecasting
- Financial Reporting
- Cash Management
- External/Internal Audit
- Financial Operations
- Cross-Functional Team Leadership
- Vendor Contracts/Negotiations
- Business Development
- Financial Analysis
- Strategic Planning
- Risk Management
- Buy and Sell-side M&A

PROFESSIONAL EXPERIENCE

LOGISTICS PLANNING SERVICES

Chief Financial Officer

July 2009-Present

Operate as a strategic partner to the CEO and President in making sound structural, foundational and growth decisions as they pertain to the organization's overall health. Key member of the company's Board of Directors, which oversees all related entities domestic and abroad and formulates the company's future direction. Develop both financial and tax strategies to best position the company for sustainable success. Built a strong finance department from scratch that oversees all areas from billing and collections to managing \$150+ million in freight payable transactions annually, while introducing LPS' first Human Resources department responsible for managing employee growth from 20 to 130.

- Integral in performance of all tasks necessary to achieve the organization's mission, support tactical initiatives and assist in executing staff succession and growth plans
- Work with the CEO and President on the strategic growth initiatives, budget forecasting, and new business startups including both domestic and international ventures
- Lead the management, development and coordination of all financial reporting activities for the organization including: organizational revenue/expense, cash flow and balance sheet analysis, scorecard reports, development and monitoring of the organization's budgets, CapEx spending, workforce planning and divisional budgeting and reporting
- Lead, manage and hold accountable the Finance and Human Resources teams while developing vital individual growth strategies for team members
- Understand and mitigate the key elements of the company's risk profile while averaging 40% revenue growth yearly

- Oversee all purchasing, payroll, benefits and 401k administration, insurance procurement, banking relationships, tax and legal compliance
- Development and execution of strategic growth plan for real estate planning and workspace expansion efforts
- Successfully led sell-side due diligence efforts for recent acquisition of LPS.
- Lead LPS Projects and Heavy Haul Division since 2015 – www.shiplps.com/projects
- Manage five other related party entities, including a real estate company, rail asset company, a 501(c)(3) charitable organization and a CIC Association.

MINNESOTA COACHES, INC

Chief Financial Officer

Dec. 2004-July 2009

Operated in lock step with the individual owners and COO to pinpoint, develop and maintain synergies that led to operational efficiencies and financial stability. Financially directed the day to day accounting operations of sixteen (16) companies total, with consolidated revenues doubling from 2005 to 2008. Responsible for establishing and maintaining the accounting principles, practices, procedures and initiatives used in each entity.

- Oversaw the development and issuance of financial information, reporting monthly to management and ownership
- Directed all finance functions including payables, billing and collections, and a payroll department responsible for 1100 employees by 2008
- Developed and implemented consolidated and company specific budget processes
- Managed cash flow and capital purchasing of all entities
- Implemented accounting standards, policies and procedures during acquisitions of bus companies in 2005 and 2008
- Integral in analyzing and setting pricing and wages yearly

Controller

Dec. 2003-Dec. 2004

- Performed month end processes and procedures leading to the timely distribution of financial reports to upper management and ownership
- Oversaw the timely completion of payroll processes weekly for 9 separate entities
- Produced and filed quarterly and yearly tax reports and payroll reports, facilitating tax correspondence as necessary
- Oversaw the employee benefit plans aimed at maximizing a cost-effective benefits package
- Administered company profit sharing plans

Staff Accountant

May 1999-Dec 2003

- Managed payroll processes, reconciled general ledger accounts weekly and performed day to day financial duties including loan payments, garnishments, deposits, and inter-company activity and transactions

EDUCATIONAL BACKGROUND

Bachelor of Arts in Accounting and Economics

University of St. Thomas, St. Paul, MN

Graduated *Magna Cum Laude with Aquinas Scholars Honors*

OTHER HONORS / NOTABLE ACHIEVEMENTS

- CFO of the Year (2015) – Minneapolis/St. Paul Business Journal
- Financial Executives International – Member since 2015
- LPS – Two-time Minnesota Business Magazine 100 Best Places to Work – 2017 & 2013
- LPS - Inc 5000 Fastest Growing Private U.S. Companies list from 2011 to 2016
- LPS - Minnesota Fast 50 list from 2013 to 2016
- Oversee the LPS for Vets annual charity golf tournament, raising \$165k over the past 5 years
- Passed CPA Exam in May 2003