



TRADITIONAL CONSULTING • INNOVATIVE RECRUITMENT

JERRY JOHNSON, CMA, CFM

Consulting CFO

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EXECUTIVE SUMMARY

Consulting CFO who advises innovative cleantech companies as an executive level management from financing and contract negotiations to nuts and bolts management. He works to help clean tech companies realize their vision of bringing the environmental solutions to market and to develop and maintain profitability. Results oriented financial executive with expertise in planning, construction management, contract negotiation, business development and strategic decision-making. Demonstrated ability in employee and team development, communications skills, and partnering across disciplines. Experienced in closing a variety of financing structures totaling over \$750 million.

EXPERIENCE

PARTNER, CONSULTING CFO

CFOs2GO

2014 to Present

www.cfos2go.com

Specialty consulting CFO and recruiting firm that customizes financial management solutions by utilizing part- and full-time staff through contract employment or direct hire.

- Leads the Cleantech practice group and member of practice groups for Manufacturing, Financial Modeling and Analysis; Startups, Rapid Growth Companies and Pre-IPO; and Financial Systems & Reporting.

CFO/VP TREASURE & CONTROLLER

Third Planet Windpower, LLC.

2007 to 2014

Palm Beach Gardens, FL; San Ramon, CA

Renewable Energy Company that develops, builds and operates utility scale wind farms with \$470 million of initial capital and annual sales of up to \$25 million

- Responsible for all finance, accounting, human resources and IT functions.
- Created and staffed accounting and treasury functions to support company as it transitioned from green-field development to construction and operation of 191 MW of wind power assets.
- Designed and led implementation of Timberline accounting system.

ASSISTANT CONTROLLER

GWF Power Systems

2003 to 2007

Pittsburg, CA

Power producer with six petroleum-coke fired, three natural gas-fired and one biomass facilities with over \$750 million of initial capital and annual sales of \$200 million.)

- Responsible for financial planning & analysis, audit, and external reporting.
- Performed financial analysis and developed external reporting for team that closed \$225 million bond offering and \$93 million project financing.
- Supervised construction accounting for three natural gas-fired peaking facilities totaling 365 MW of output and \$250 million of invested capital.

DIRECTOR OF FINANCE

Hess Microgen LLC

2001 to 2002

Carson City, NV

Publicly-traded company that manufactures and operates small scale cogeneration units for commercial properties with annualized sales of \$30 million.)

- Responsible for all finance, accounting and contractual matters.
- Implemented new inventory management system and related policies & procedures for manufacturing process to support 100% growth in sales.

CONTROLLER

Digital Generation Systems

2000 to 2001

San Francisco, CA

Publicly-traded digital media distributor serving the television and radio industries with annual sales of \$55 million.

- Responsible for all finance, accounting and SEC reporting.
- Established and administered \$11 million line of credit secured by accounts receivable.

DIRECTOR OF FINANCE

USWeb/CKS

1999 to 2000

San Francisco, CA

Online advertising and online strategy consultancy with annualized sales of \$500 million.)

- Responsible for finance and accounting for Northwest region, \$200 million in sales.
- Led successful region conversion to Oracle financial system in four month period.



PROFESSIONAL ACTIVITIES

AUTHOR AND SPEAKER

<https://www.2gocompanies.com/cfos2go-blog/2014/10/rocky-road-cleantech/>

EDUCATION

- MBA, University of Rochester – Simon Business School
- BA, Washington University, St. Louis
Concentrations: Physics, Economics, Finance, Corporate Accounting

For more information:

<https://www.2gocompanies.com/cfos2go-partners/jerry-johnson/>