

**Fred Rosenfeld**  
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**SERVICES PROVIDED & QUALIFICATIONS:**

- Provide hands-on project and interim accounting and financial services, entailing account analysis, A/P, A/R, bank reconciliations, budgeting, cash management, financial preparation, consolidations and reporting (e.g., 10Q and 10K), fixed assets, forecasting, G/L, job cost, miscellaneous taxes, month-end closing, payroll and staff training/supervision.
- Experienced in real estate/property management, software, telecommunications, food, equipment leasing, medical receivables management, restaurant, and private club industries.
- Skilled at using PCs (Excel, Lotus 1-2-3, Access, Quattro Pro, Word, PowerPoint, WordPerfect), Macintoshes, and accounting systems (QuickBooks Pro, Premier, Enterprise, Online and Mac, Microsoft Dynamics NAV, NetSuite, SAP, Hyperion Enterprise and Pillar, E.piphany, Clients & Profits, Solomon IV, Fourth Shift, MAS 90, Skyline, Great Plains Dynamics, Horizon, Open Systems, Libra, GEAC and MegaWare - Unix based systems), including software conversions.
- Adept at developing, writing, and implementing controls, policies and procedures.

**PROFESSIONAL EXPERIENCE:**

ACCOUNTING RESULTS, INC., Dublin. 1995-Present

**PRESIDENT/ACCOUNTING CONSULTANT** – San Francisco Bay Area

Provide hands-on accounting and bookkeeping services for small, start-up, and firms in transition. Perform all phases of monthly accounting close through financial statement preparation. Reconcile bank accounts and prepare audit workpapers and account analysis. Analyze receivables and collect delinquent accounts. Write procedures and flow charts and make recommendations for clients' accounting systems. Develop budgets and forecasts. Instruct clients' staffs in using payables, receivables, and general ledger systems, and manage accounting operations, including personnel. Direct conversion of and work with various accounting computer systems.

**Major clients:**

- CKDD Management, LLC, Danville – residential real estate owner and manager
- MAS Metals, Inc., Hayward – architectural and structural metal fabricator
- Learning as Leadership, San Rafael – develops and conducts corporate coaching seminars
- Vanguard Properties, San Francisco – residential real estate brokerage firm
- Harvey M. Rose Associates, LLC, San Francisco – public sector management and performance audits
- Tegile Systems, Inc., Newark – develops, manufactures and sells customized data servers
- EnviroComp Consulting, Inc., Fremont – environmental consulting firm
- Terabit Systems, LLC, San Francisco – data networking equipment reseller
- Omega Construction Management, San Francisco – construction project management services
- Key5 Benefits Insurance Agency, San Pablo – insurance broker
- Magee Scientific, Berkeley – developer, manufacturer and marketer of air pollution monitoring devices
- Townsend Networks, San Francisco – data networking equipment reseller
- A.S.K. Learning (USA), Inc., San Francisco – eLearning software content developer
- Occidental Power, Daly City – commercial and residential solar and wind-power energy construction
- WetFeet, Inc., San Francisco – online recruitment solutions provider
- Huston's Shoes, Berkeley – multi-store retailer
- Gilead Sciences, Inc., Foster City – biotechnology development firm
- Restoration Hardware, Corte Madera – upscale, home furnishings retailer
- Legacy Partners, Foster City – commercial real estate and property management

- zipRealty, Inc., Richmond – start-up, dot.com residential real estate broker
- The Ryness Company, Danville – residential real estate broker representing home builders
- Autodesk, Inc., San Rafael – major developer and distributor of design software
- The Coaches Training Institute, San Rafael – private, non-profit school
- Institutional Property Managers of California, San Francisco – commercial property management
- Lake Merced Golf & Country Club, Daly City – private, non-profit golf and country club
- The Clorox Company, Oakland – major manufacturer of household products
- PolyStor Corporation, Livermore – developer and manufacturer of lithium-ion batteries
- Shamrock Materials, Petaluma - building material retailer
- Sonic Solutions, Novato - digital media workstation developer and distributor
- Kaiser Permanente, Oakland - major HMO, hospitals and health care provider
- Dey Laboratories, Napa – developer, manufacturer and distributor of pharmaceuticals
- Maier & Siebel, Inc., Larkspur - commercial real estate investor
- Hambrecht & Quist, LLC, San Francisco - venture capital, investment banking, securities trading services
- Transamerica Intellitech, Sacramento - real estate software developer and distributor
- Catholic Healthcare West, San Francisco - operator of acute care facilities
- Showplace Square Group, San Francisco - commercial property ownership and management

PACIFIC GATEWAY PROPERTIES, INC., San Francisco. 1992-1995

**CONTROLLER.** Managed all accounting functions, including A/P, A/R, bank reconciliations, fixed assets, financial preparation and reporting, job costing, and payroll. Supervised, trained and evaluated accounting staff of four, including Computer Systems Coordinator. Reviewed and approved daily cash report, all general ledger entries, schedules, tax returns and department financials. Signed disbursement checks and made bank transfers. Produced monthly consolidated statements and assisted in President's monthly reporting package. Acted as liaison between department, project managers and Chief Financial Officer, and independent and agency auditors. Worked closely with Chief Financial Officer in preparing 10K and 10Q, and monitored tenant delinquencies and bad debt recoveries.

Major Accomplishments:

- Wrote accounting procedures manual and established formalized closing schedule.
- Coordinated implementation of Job Cost system for tenant improvements and Accounts Payable remote function at site level.
- Successfully developed and implemented accounting procedures for third party fee management service.

#### **EDUCATION:**

B.S. in Accounting, State University of New York at Buffalo