

PETER D. DHEIN, III, CPA

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SENIOR MANAGEMENT EXECUTIVE, OPERATIONS/FINANCE

Mergers / Acquisitions / Reorganization / Information Systems / Treasury Financial Reporting / Administration

A multi-disciplinary professional, offering over 25 years broad experience in strategic planning, corporate financial reengineering, mergers and acquisitions, negotiations and information systems management. With a focus on bottom-line profitability, I develop and implement creative practical solutions designed to effectively meet rapidly changing market and operational demands. Perceptive analytical skills, the ability to solve complex business problems with a proactive approach, and a willingness to take decisive action are key assets. B.B.A., Accounting, Cum Laude, University of Notre Dame. Certified Public Accountant, State of Wisconsin.

SELECT ACCOMPLISHMENTS

- **Corporate Reorganization.** Established and maintained sole member transportation LLC. Coordinated the purchase of another business's assets, the acquisition of a new division, the close of six divisions, the sale of three related properties and the consolidation of general ledger accounting from another division to corporate headquarters. Significantly reduced duplication and increased financial operations efficiency.
- **Benefit Administration.** Initiated, coordinated and implemented a 401(k) addition to an existing profit sharing plan. Further designed, developed, coordinated and implemented an innovative \$10 million 401(k) benefit plan ultimately approved by the IRS. Shift from a money purchase pension plan allowed division managers flexibility in dealing with contribution issues during union contract negotiations. At the same time the plan increased worker benefits significantly with minimal cost to the corporation. Initiated and implemented a self funded health insurance plan to control rising costs while standardizing employee coverage between company locations.
- **Information Systems.** Coordinated server upgrades with conversion to an ERP system for improved information integration and data integrity. Organized the conversion of general ledger, A/R, A/P, payroll and fixed asset systems from a service bureau to an in-house AS-400. Eliminated significant processing fees while improving control of data and reporting accuracy.
- **Mergers and Acquisitions.** Provided financial due diligence in the analysis of two successful acquisitions. Coordinated concurrent purchase actions leading to reduced sales prices with favorable tax accounting from a sales and income tax deductibility perspective.
- **Audit Preparation.** Reduced annual financial statements audit fee. Minimized financial liabilities in successfully dealing with three Federal income tax, one Minnesota income tax, two Wisconsin sales tax, and two ERISA audits. Strong knowledge of procedures and policies led to problem resolution and minimal confusion. Clearly communicated and dealt with all issues quickly.

- **Treasury.** Negotiated new borrowing arrangements to increase available funds while reducing borrowing costs and restrictive covenants. Sold vacant land. Initiated and completed an Internal Revenue Code Section 1031 like-kind exchange. Developed creative financing package to fund construction of a new distribution facility. Set up new facility construction disbursements through a title company to ensure clear title upon project completion.
- **Executive Management.** Served as key executive team member in the strategic planning process. Interfaced with President and other senior level managers. Made periodic presentations to the Board of Directors.
- **Administrative Improvements.** Obtained proper workers compensation coding resulting in reduced business insurance costs. Revised and updated corporate “Buy/Sell” agreement allowing for gifting provisions. Ceased LIFO accounting based on cost vs. tax benefit analysis. Reduced period end financial statement preparation time by 15% while increasing accuracy and detail reporting. Executed cost segregation accounting, for tax deferral benefit, on newly constructed facility. Upgraded communications system resulting in more features with lower monthly charges. Developed systems, policies and procedures allowing a headquarters staff of four to handle the financial needs of an organization with five major divisions generating revenues of \$230 million. Streamlined product pricing/billing systems minimizing the potential for clerical errors.

CAREER OVERVIEW

Vice President, Finance & Chief Financial Officer for Schoep’s Ice Cream Co., Inc. (1996-2008), a Madison, Wisconsin privately owned corporation with sales of \$42 million. Managed health and business insurance programs. Directed short-term cash investments and borrowing, annual audit, completion and filing of state real and personal property tax returns and federal form 5500’s/1120 as well as multiple state income tax returns. Refinanced long-term debt. Supervised a staff of four.

Chief Financial Officer / Vice President, Finance for Golden Guernsey Dairy (1991-1996), a Wisconsin corporation and leader in the Midwest dairy industry with sales of \$230 million. Trustee and administrator for Defined Contribution Pension and 401(k) Plan. Managed health, life, LTD, business insurance and leasing programs. Administered salaried payroll, directed short-term cash investments and borrowing, annual audit, completion and filing of state real and personal property tax returns and federal form 5500’s/990. Supervised a staff of seven. From 1982-1991, was **Vice President, Controller** for Golden Guernsey.

Prior work experience includes three years as a controller (1979-1982) plus seven years with the public accounting firms of Deloitte & Touche LLP, Milwaukee and Grant Thornton LLP, Chicago (Deloitte Haskins & Sells 1978-1979, Alexander Grant & Co 1977-1978, Touche Ross & Co 1972-1977).

Military - Retired as a Lieutenant Colonel commanding a Basic Combat Training Battalion in the US Army Reserve.

ASSOCIATIONS

Member of American and Wisconsin Institute of Certified Public Accountants
President of Notre Dame Club – Milwaukee (2006-2008). From 2004-2006 served as Club
Treasurer