

DANIEL BECK, CPA (Inactive)

Fractional CFO & Controller

EXECUTIVE SUMMARY

Fractional CFO and Controller with **16 years of professional experience** supporting CEOs, executive teams, boards, and decision makers and growth-stage companies across a wide range of industries including manufacturing, CPG, construction, hospitality, retail, and professional services. Proven track record of building accounting infrastructure from the ground up, repairing distressed financials, improving margins, and delivering clear, decision-ready reporting for executives, lenders, and investors. Known for stepping into complex environments, creating clarity quickly, and translating financial data into actionable business insight.

CORE SERVICES

- Fractional CFO & Controller leadership
- Month-end close ownership & financial reporting
- Cash flow forecasting & runway modeling
- Budgeting, forecasting & board-level reporting
- Internal controls design & implementation
- Inventory & cost accounting remediation
- Margin analysis & pricing strategy
- Audit readiness & GAAP compliance
- Private equity, lender & investor support
- Accounting system design & ERP implementation
- Accounting team leadership & process design

SELECTED CLIENT ENGAGEMENTS & IMPACT

KMX Technologies – Industrial Technology | Startup

- Built the company's full accounting and finance infrastructure from inception as fractional CFO/Controller
- Designed and delivered monthly executive reporting packages reviewed with the CEO

- Advised leadership on accounting treatment for complex startup and operational transactions

Defiance Fuel – CPG / Beverage | Private Equity-Backed

- Implemented accounting infrastructure, inventory systems, and cost accounting processes
- Built an investor-grade financial projection model used by private equity sponsors to determine funding timing and capital requirements
- Delivered accurate product-level margin analysis to support pricing and profitability decisions

Organic by Nature – Manufacturing & Retail

- Stepped in as fractional CFO/Controller to stabilize operations and resolve significant accounting issues
- Identified over **\$500K** of balance sheet distortions that misrepresented profitability
- Uncovered margin issues by product line and cost center, enabling corrective operational decisions
- Worked directly with auditors and lenders to ensure GAAP compliance, audit completion, and covenant reporting

Zip Lab Testing – Laboratory Services

- Developed a detailed three-year financial projection model required by the company's lender
- Model was used successfully to secure external financing

ATS Corporation – Engineering & Automation | PE-Backed

- Served as fractional Controller overseeing all accounting operations and month-end close
- Delivered monthly financial reporting packages to executive leadership and private equity investors
- Supported leadership by explaining financial performance and answering investor-level questions

Aatmos – Hospitality & Investments

- Built a 12-month cash flow forecast to evaluate the sustainability of future operations
- Identified upcoming liquidity shortfall, guiding leadership to proactively raise additional capital

Insultec – Manufacturing

- Served as fractional Controller, repairing inventory and COGS accounting through physical counts and corrected journal entries
- Identified excessive overtime costs; supported production schedule changes that materially reduced labor expense
- Analyzed long-term raw material inflation and supported a **5% price increase**, improving margins and profitability
- Delivered accurate financial reporting that reflected true operating performance

Stella Construction – Construction & Development

- Cleaned up disorganized accounting records and delivered reliable financial statements
- Provided leadership with clarity on performance, liquidity, and asset allocation to support strategic decisions

Alder – Membership / Services

- Built accounting infrastructure from the ground up, including chart of accounts, AR processes, and close procedures
- Developed a cash flow forecasting tool that identified future liquidity constraints
- Enabled leadership to raise capital proactively to cover temporary cash shortfalls

Siris USA – Government Contracting & Construction

- Served as fractional CFO/Controller for a fast-growing contractor
- Designed monthly executive reporting and cash flow forecasting models
- Enabled proactive funding decisions and improved vendor negotiations

PROFESSIONAL BACKGROUND

La Jolla Group – Accounting Manager

Led accounting operations for an international apparel company, including month-end close, budgeting, financial reporting, and team management.

Moss Adams – Senior Auditor

Planned and supervised financial statement audits, managed engagement budgets, and led audit teams across multiple industries.

United States Marine Corps – Corporal

Led small teams in high-pressure environments, enforced standards and discipline, trained junior Marines, and executed mission-critical objectives while serving as a bridge between enlisted personnel and senior leadership.

SYSTEMS & TOOLS

Advanced Excel • NetSuite • QuickBooks (Desktop & Online) • Sage 50 / 100 / 500 • Sage Intacct • Deltek Costpoint • Foundation • JobBOSS • Bill.com

CERTIFICATIONS

Certified Public Accountant (CPA)

Toastmasters International – Competent Communicator