

JOHN MILLS

4850 NW BRUNO PLACE
CORVALLIS, OR 97330
541.760.0655
jmillzee@comcast.net

EXPERIENCED FINANCIAL PROFESSIONAL

Strengths: Management Accounting, Financial Analysis & Reporting, Budgeting, Business Modeling, and ERP

Skills: Advanced User of MS Excel, MS PowerPoint, MS Word, MS Outlook, & Quickbooks

EXPERIENCE

2008 TO 2009	INFLUENT CORPORATION	ASHLAND, VA
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CONTROLLER

Senior Accounting staff member of technology startup with a revolutionary cooling solution offering lower cost, longer life, and more cooling relative to traditional fans. Capitalized at \$4MM with 8 employees. All employees furloughed in June 2009 as company out of cash.

- Prepared precise monthly cash forecast against critically scarce capital.
- Created Five Year Business Model for scenario analysis, investor due diligence & cum cash
- Prepared ad hoc financial analysis to senior management for incremental capital investments, shipment volumes, pricing scenarios, fixed and variable product costs, tooling investments, productivity assumptions, staffing by job type, and spending model for all Operating Expenses.
- Migrated existing GL to Quickbooks Enterprise Edition for Manufacturing & Services seamlessly to allow for West Coast and East Coast collaboration and concurrent access to GL
- Proposed and executed major transformation of Chart of Accounts and historical transactions to anticipate expected production, cost of sales, and inventory transactions
- Prepared all financial statements and narratives, managed all month end close processes, exported GL data to excel for analysis and forecasting, completed comparisons of actuals to plan
- Ensured all transactions recorded consistent with GAAP and reconciled monthly bank accounts along with all balance sheet accounts reconciled to subsidiary ledgers for assets, liabilities, and receivables.
- Created initial Bill of Material, proposed part numbering schema, and completed product costing for all prototype products in Quickbooks
- Utilized Quickbooks capabilities to track R&D spending by program for reporting and analysis

2006 TO PRESENT	JOHN & PHIL'S TOYOTA INC.	CORVALLIS, OR
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PROJECT MANAGER/CONSULTANT

Reported directly to Owner/GM of local Toyota/Scion/Subaru Dealership with sales exceeding \$25MM annually and more than 100 vehicles sold retail each month

- Mentored Controller and staff on GAAP, business controls, and collaborative working relationships
- Produced first budgets in 45 years of operation for Revenue/Spending/Profit by department
- Modeled all four profit centers with activity based income/spend/net profit based on actuals,
- Prepared analysis of multiple five year scenarios relative to investing \$9MM in new facility matching Toyota's Image 2 standards. This analysis allowed Owner/GM to make a difficult decision relative investing to Toyota's standard versus beginning the motion to sell the business.
- The owner made his decision to sell based upon my analysis, which in turn saved him more than \$1.5MM in costs associated with the new facility, allowing the business to remain profitable during this very difficult downturn in automotive sales.

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2006 TO PRESENT

J. MILLS COMPANY

CORVALLIS, OR

BUSINESS CONSULTANT

Principle in own consultancy providing financial analysis and business modeling

- Delivering full GL and accounting services for supply chain services company serving small startups
- Providing business modeling and financial analysis to five local business owners relating to real estate investments, product pricing, and staffing scenarios

1994 TO 2005

HEWLETT PACKARD COMPANY

CORVALLIS, OR

SENIOR SUPPLY CHAIN BUSINESS ANALYST/RESOURCE PLANNING MANAGER

Inkjet Supplies Business Unit (IJBU), a global manufacturing operation with over 5000 employees, \$5 Billion in annual revenues, and \$3 Billion in manufacturing flow through. This was HP's most profitable business, mission critical to HP, as Inkjet Supplies delivered more than 100% of HP's total operating profit in the mid-90's. This business experienced huge market success resulting in unit volume hyper growth exceeding 30% per year.

- Developed and managed the process and team that created the Five Year Plan of Record for long lead time manufacturing resources, automated tooling systems, manufacturing space including clean rooms, and staffing requirements.
 - In the five years I directly managed the resource planning process, IJBU added 1 million square feet of manufacturing space, added 40 automated tooling systems valued in excess of \$1 Billion, and dramatically increased manufacturing headcount from 3000 to over 5000 FTE.
 - Under my leadership, Cycle Time for the IJBU capacity planning process was reduced from 2 weeks to 3 days, while simultaneously improving the accuracy and credibility of the quarterly plan of record. This process became so credible and reliable that purchase orders were approved by HP's Senior Vice President for automated tooling systems (valued at \$25MM each) solely on the basis of being presented with the graphical analysis produced by my process. Senior staff actually requested that I "watermark" my analysis graphics to prevent manipulation.
 - Published the quarterly planning calendar, identified owners and stakeholders, and defined all Inputs and Outputs of the process.
 - Delivered analysis of alternatives, inclusive of global lead times, weeks of supply, production ramps, and business interruption risk considerations.
 - Secured agreements from senior stakeholder to resource location and installation timing, ramp plans, and communicated final plans to all levels of the organization in written, graphical, and oral presentations.
- Process based upon very complex conversion of hundreds of FGI SKU's to equivalent resource units
- Managed a staff of six professional resource analysts, set objectives, tracked individual performance, provided timely feedback and coaching consistent with the HP Way.
- Ensured resource plan was consistent and aligned with Marketing and Finance planning processes and collaborated with these managers on calendar, definition of inputs, outputs, and scenario analysis.
- This resource planning process was awarded "HP's Best Practice" for Supply Chain Resource Planning
- Managed the first partner selection process for IJBU's initial outsourcing of automated tooling assembly. While Senior VP was transitioning from Ireland back to Corvallis in 2000, I acted as his agent to assemble cross functional team, identify potential global suppliers, and evaluate partner candidates. Arranged the final selection process and meeting in Boston, May 2000.
- Prepared IJBU Global Planning Balanced Score Cards, acted as China Direct Delivery Supply Chain Project Manager for Inkjet Supplies, and performed as Project Manager for implementation of SAP Supply Chain Planning tools which reduced inventory by 14 days, creating \$140MM in cash for HP.

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1976 TO 1994

HEWLETT PACKARD COMPANY

CORVALLIS, OR

FINANCIAL ANALYST/SUPERVISOR/ACCOUNTING MANAGER

In three separate business, all with large manufacturing operations in the US and Asia, I performed in Cost and General Accounting functions, rapidly progressing with increasing responsibilities including:

- Supervised professional and hourly staff in the HP Way for 13 of 17 years in HP Finance roles.
- Built and maintained predictive revenue & cost of sales models for complex manufacturing operations and supply chains.
- Calculated and recorded labor rate, material usage, yield, and structure variances for booking to GL and prepared analysis and recommendation for these variances.
- Established manufacturing overhead rates based on multiple activity based drivers, and implemented HP's first pilot of MOH application on basis other than direct labor dollars. Calculated and recorded monthly overhead variances.
- Analyzed manufacturing spending against budgets, managed budget process for all manufacturing purchases.
- Prepared product costs from complex Bills of Material and Labor Routings, and completed Activity Based Costing under Process Cost Accounting for Integrated Circuit Mfg.
- Ensured Book to Perpetual counts were completed as scheduled and inventory write offs were below 1% of manufacturing flow through.
- Recorded transactions to GL consistent with GAAP and HP Policies and Guidelines.
- Prepared Legal and Management Reports, monthly financial narratives, and managed the monthly GL close process to very tight corporate workday calendar each month.
- Managed Fixed Asset Accounting for asset setups, depreciation, and retirements. This included the capitalization and depreciation of HP's most expensive building, Corvallis new world class Integrated Circuit facility, with more than \$200MM installed cost.
- Initiated the proposal, obtained management approval, and negotiated the contract for HP's First On-Site Travel Agency with Ask Mr. Foster at the Lake Stevens Instrument division, much to the delight of our very frequent business travelers.
- Managed annual preparations for Internal and External Audits. In 17 years in HP's Controllership, I did not receive a single below acceptable comment from any audit and took great pride in the process and transaction documentation produced by my team.

EDUCATION

OREGON STATE UNIVERSITY

BUSINESS ADMINISTRATION, B.S.

- Accounting & Finance Concentration
- General Science Minor
- Graduated with High Scholarship, June 1976

ASSOCIATIONS

Institute of Management Accountants – Member

- Certified Management Accountant Candidate
 - *Passed Parts 1 & 2 in September 2009 on first attempts, clearly validating technical expertise*

REFERENCES

References are available on request.