

TOM RICHARDS



Tom has 30+ years of experience with small to medium sized privately held companies, with job titles of Controller, CFO or Fractional CFO, and Revenue Accountant. He has served companies engaged in manufacturing, retail, low income housing, wireless communications, and client services, two of which were startups.

The first five years of Tom's career was in public accounting where he performed audits and filed tax returns. He then became Controller, and eventually CFO, of a major jewelry manufacturing company, James Avery Craftsman., where he directed all finance and accounting functions, encompassing banking relations, strategic planning, budgeting, capex management inventory control, cash management, audits, insurance, security, real estate, and contract negotiations including optimizing LIFO inventory levels to maximize tax benefits. He also contributed significantly as a key member of the executive management team, initiating a transformative period that propelled the company to remarkable increases of 40% in sales and 400% surge in net profits over a three-year period.

He then accepted a position as Controller for a company headquartered in Fredericksburg, Texas that had retail and restaurant operations. Here he managed all aspects of accounting, computer systems, developed propriety database software and set up an early touchscreen restaurant system.

He then became part of a team that applied for low-income housing tax credits from the Texas Department of Housing. Upon being awarded credits and securing financing, the team became the general partner and the general contractor for each project and managed the lease-up and operations of each completed apartment project.

Tom then became the Controller for Pocket Communications, a multistate startup wireless cellular company. He managed the accounting department during the build out of hundreds of cell towers and a Mobile Switching Center in San Antonio, Texas. The company opened hundreds of retail stores in central and south Texas and the Northeast with over 1,000 employees. When the company became operational, Tom's area of responsibility was reporting revenues, sales tax, and federal/state telecom taxes for three retail wireless companies. After seven years of successful operations, this company was sold to Leap Communications.

His next position was CFO for another startup company, Nature Blinds, that manufactured unique hunting blinds and garden planters out of polyurethane. He developed all accounting systems for this company including a standard cost system.

In 2019, Tom became a remote Fractional CFO for an electronics manufacturer located in Comfort, Texas that is an Inc. 5000 company, a San Antonio Business Journal Fast Track Award recipient, and is #89 in Inc. Top 250 in Texas. After a cleanup of a prior year's accounting, he coordinated and oversaw a team to accomplish all work to close the books each month, preparing accrual and other journal entries, preparing financial statements and bank loan covenant reports.

He holds a Bachelor of Business Administration, Emphasis in Accounting from Sam Houston State University and was a CPA until he retired his certificate in 2016.

PROFILE

SPECIALTIES

Financial Leadership

Project Management

Staff Development

Operational Accounting

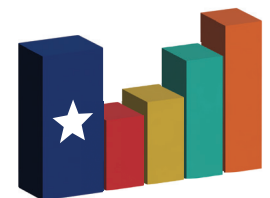
Accounting Infrastructure Design

Financial Reporting and Analysis

CONTACT

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CENTRAL TEXAS CFOs

SAN ANTONIO - AUSTIN