

MARK KOSCINSKI CPA D.LITT.

Areas of Expertise

- Interim CFO
- SEC Advisory
- Turnaround and Restructuring

Mark Koscinski CPA brings thirty years of accounting and financial experience to the SEG consulting team in a variety of industries and capacities. He is an experienced and accomplished CFO that has led several interim CFO and Controller projects, as well as completing many successful capital raising and credit negotiations for his clients. Mark has significant SEC, management information system, and general management experience.

Technical

- Project Management
- SAP
- Microsoft Office Suite

Industries

- Professional Services
- Medical Devices
- Toys and Games
- Manufacturing
- Natural Products

Professional Accomplishments:

- Led a significant number of due diligence engagements that resulted in completed acquisitions. Additionally, managed several corporate divestitures.
- Managed SEC initial, annual & quarterly reporting for companies including S-1, S-3, 10-K, 10-Q, 8-K, Proxy and Form 10 filings.
- Developed turnaround and outsourcing strategies and assisted in bank negotiations for distressed companies. One outsourcing effort led to a \$1 million per annum savings.
- Implemented integrated system conversions including point of sale, merchandising distribution, ERP and general ledger. Mark led the first installation of the SAP R3 package in a company with less than \$100 million in sales.
- Performed detailed financial modeling and forecasting in conjunction with many capital raising projects and bank negotiations.
- Managed accounting, finance, and corporate staffs for both publicly traded and privately held organizations – including financial reporting, strategic planning, legal, corporate administration, risk management, treasury and human resources disciplines.
- Coordinated completion of critical projects under tight deadlines with multiple milestones
- Provided solid managerial direction and expertise under varied, pressurized circumstances. Mark has had responsibility for all corporate functions including sales and marketing in various points in his career. He served as a valued business advisor for executive management.

Professional Experience

Prior to entering consulting, Mark held significant financial management roles including being CFO and Controller of various publicly and privately owned companies. These roles included: Chief Financial Officer of a publicly traded professional services company with over three thousand employees; Chief Financial Officer of the third largest board game company in the United States; Chief Financial Officer of a boutique merchant banking firm; and Chief Financial Officer of a natural products/botanical manufacturing company. He started his career in public accounting in the Short Hills, NJ office of KPMG, where he was the manager on the Panasonic account.

Education/Certifications

Mark received his Bachelor of Arts degree with high honors from Rutgers College and his MBA in Professional Accounting from the Rutgers University Business School. Additionally, he holds an MS in Taxation and a doctorate in liberal arts from Drew University. He is a CPA and a member of the American Institute of Certified Public Accountants and the New Jersey State Society of Public Accountants. Mark also

earned a graduate certificate in personal financial planning from the American College in Bryn Mawr, PA.