

Tammi Thurm

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CFO / Operations Strategist / Philanthropic Champion

SELECTED ACHIEVEMENTS

- Chief Financial Officer of six independently operating corporations simultaneously
- Designed and created complex financial modeling tools for startup internet company
- Non-Profit Annual Campaign Chair raising \$1.59 million
- Elected District 5 City Councilwoman Greensboro, North Carolina
- Served in multiple capacities on non-profit Boards of Directors
- Masters Degree in Business Administration – Finance Concentration

PROFESSIONAL EXPERIENCE

City of Greensboro *Municipal Government* 2017-present
City Councilwoman District 5

- Responsible for establishing and directing policy regarding the operations of Greensboro city government by representing the constituents of District 5
- Developed and co-sponsored the Local Preference Policy to ensure the best overall value in the procurement of goods and services while providing a preference to local businesses to support economic development
- Currently serving on the Audit Committee, Jordan Lake One Water Board, Tourism Development Authority, Metropolitan Planning Organization, and North Carolina League of Municipalities Executive Board

Hagan Barrett & Langley PLLC *Law Firm* 2013-present
Firm Administrator

- Responsible for all financial activity including financial statements, trust and operating account administration and reconciliation, budget preparation, collections, and accounts receivable
- Develop and execute on marketing plan that included re-design of website, website maintenance, continuing education programs, and client outreach
- Manage Human Resource function including benefits administration, recruitment, execution of Human Resource policies, and employee evaluation systems

Listingbook LLC, Greensboro, NC *Internet Real Estate Software - Start-up Company* 2006-2013
Vice President and Chief Financial Officer

- Responsible for all financial activity including financial statements, bank reconciliation, budget preparation, collections, and accounts receivable
- Developed and managed scalable financial reporting and control functions, enabling top management to grow sales from \$360,000 to \$5.9 million and a footprint growth of 3,500 realtors in the Triad North Carolina area to 400,000+ realtors, nationwide
- Charter member of Executive Committee, collaborating with key executive team on sales, marketing, financial, and operational strategies
- Developed robust financial model used by management to predict and monitor business growth
- Manage Human Resource function including all aspects of hiring, development of HR policies, manuals, and benefits, growing staff from 5 to 46 full-time employees and 8 part-time employees
- Oversight of financial activities for Capsule Group, LLC

Capsule Group LLC, Greensboro, NC

Private Investment Company

2002- 2013

Chief Financial Officer and Vice President of Operations Golden Touch Car Wash/Elm Street Center

- Responsible for all financial activity including financial statements, bank reconciliation, budget preparation, collections, and accounts receivable
- Researched alternative production methods to evaluate markets, secure equipment, coordinate construction, and train staff to eliminate unprofitable operations while reengineering on-going processes resulting in 18% labor savings with 10% growth in sales
- Managed multiple retail locations including marketing, staffing, customer service and Human Resources with full P&L responsibility consistently achieving profit targets

Ornamental Products, Inc., High Point, NC

Manufacturing and Sales

1988-2002

Vice President of Finance and Administration (1996-2002)

- Managed acquisition and integration of three acquired companies
- Conducted IT needs assessments, selected software, negotiated contracts, managed conversion and conducted systems training for all levels of employees
- Refinanced corporate debt, reducing APR 2% and obtaining \$5 million Industrial Revenue Bond
- Facilitated opening of alternate manufacturing facility resulting in a 36% decrease in resin manufacturing costs
- Led manufacturing process groups to re-engineer product line resulting in 18% reduction in manufacturing time and 30% increased consistency with specifications

Controller-Sales and Manufacturing Divisions (1990-1996)

- Designed, implemented and trained employees on bar-coded shop floor data collection system, resulting in increased accuracy and reduction of administrative costs
- Established Cost Accounting department to track material/labor usage, quantify personnel productivity and establish production standards
- Reduced month-end procedures from 20 day closing cycle to 8 days and year-end audit completion from 10 weeks to 3 weeks

Controller-Sales Division (1988-1990)

- Facilitated the acquisition, start-up, and relocation of company from New York to North Carolina
- Computerized business, including software selection, implementation, employee hiring and training in 8 weeks

EDUCATION

Masters of Business Administration-Finance Concentration

UNC-Greensboro, Greensboro, NC

Bachelor of Science-Business Administration

UNC-Greensboro, Greensboro, NC

VOLUNTEER ACTIVITIES

Greensboro Jewish Federation

Board of Trustees - 12 years

Member of the Executive Board of Trustees - 6 years

Women's Campaign Chair - raising \$1.59 million 2010-2011

Women's Philanthropy Division Executive Cabinet - 6 years

Budget and Allocations Committee – 5 years

Vice President – 6 years

President Women's Philanthropy Division

B'nai Shalom Day School

Board of Trustees - 4 years

Finance Committee - 3 years

The Woman's Resource Center

Workshop Facilitator - Self Esteem Workshops, New Choices Programs, Breaking Through the Obstacles

The City of Greensboro

District 5 Minimum Housing Commission Representative