

# JOHN BROWN

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## SENIOR-LEVEL OPERATIONS & FINANCE EXECUTIVE

*Knowing right from wrong and having the courage to always do the right thing will be my legacy*

Expert at driving growth with a focus on operational efficiency to improve profitability; recognize new possibilities and provide novel solutions to problems. **Refined the market expansion strategy at Spikes that won a 7-year \$27 million contract with FAA and positioned the organization to acquire ANSP.**

Intimately involved in an IPO, secondary offering, and bond issue; led a reverse merger; successfully accomplished three acquisitions; led, negotiated, structured, and facilitated 20+ strategic alliances; and **completed one of the most profitable Joint Ventures in Spike's history.**

Demonstrated the stringent financial, contract, audit, and quality control methodologies that secured Spike's positioning as a subcontractor of Armwood, the nation's #1 engineering, construction, and project management contractor **winning a \$100 million federal subcontract to provide heavy electrical grid equipment procurement services.**

**Secret Clearance ▪ Interim Top Secret Clearance**

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## CAREER PROGRESSION

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SPIKES, INC., Tampa, Florida  
*(Holding company for Spikes Engineering & Software Holdings)*

**Executive Vice President & Chief Financial Officer** – 2006 to 2008

**Board of Directors** – 2005 to 2008

Promoted post-reverse merger as part of the senior executive management team to optimize economic profits and coordinate development of a value-maximizing overall corporate strategy. Managed all subsidiary operations, developed strategic plan and collaborated with CEO on expansion strategies to create shareholder value, orchestrated project alliances, set financial strategy, implemented budget and management controls, and managed finance and enterprise risk. Directed SOX compliance strategy and resolved SEC issues post-merger. Managed 8 direct reports and 240 indirect reports.

- Led the entry into the federal contract market, negotiating \$200 million in contracts with DOD, DOE, USAID, FAA, and Lockheed Martin and opening the door to significant growth in the DOE nuclear waste disposal market; aligning ANSP with its prime mission working for FAA and NASA; growing chemical waste disposal market; and strengthening relationships with the Corp of Engineers.

**Vice President of Operations & Chief Financial Officer** – 1997 to 2006

Recruited by the President to lead finance and operations with full P&L responsibility. Accountable for direction, quality, growth, safety, and profitability of five division Vice Presidents generating \$30 million in annual revenues.

- Orchestrated the growth of the company from a 40-person office generating \$12 million in annual revenues to 270 employees across 10 offices generating \$50 million in revenues annually while simultaneously reducing annual operating expenses by 11%.

TRI-CITY ENVIRONMENTAL, Columbia, Maryland  
*(Public environmental, consulting, engineering, and remediation services company for commercial and industrial customers and government agencies)*

**Operations Manager** - 1993 to 1997

Selected by Founder and Senior Vice President of Operations to grow the business and resolve employee morale issues within a 5-state and DC region. Managed 3 direct reports and 35 indirect reports across operations, business development, and safety, with full P&L responsibility.

- Expanded and diversified the customer base, outperforming the competition by growing the division from \$8 million in annual revenues to \$15 million and increasing staff from 20 to 35; slashed OSHA reportable incidents by more than 15% with no division reportable incidents after the first year of leadership.

HOUSEWARES SERVICES, INC., Jacksonville, Florida  
*(Start-up environmental subsidiary of Housewares)*

**Northeast District Manager** - 1992 to 1993

Brought on board to lead a 40-person staff handling environmental work across a 13-state territory comprising the Northeast region.

- Unified and empowered a diverse group of employees struggling to work cohesively to complete very complicated projects; reorganized the sales department, establishing performance benchmarks and exceeding sales goals by \$3 million.

REMEDIATION SERVICES, INC., Atlanta, Georgia  
*(Hazardous remediation and thermal treatment subsidiary)*

**Vice President of Operations** - 1990 to 1992

Promoted to collaborate on a turnaround strategy for this subsidiary with full P&L responsibility. Managed 5 direct reports and 75 indirect reports in streamlining operational reporting and analysis, and strengthening and broadening communication channels.

- Provided the visionary leadership that grew a start-up division to a 7-office, 250-person company generating \$45 million in annual revenues and turning a \$4 million profit loss to a \$3 million profit gain in less than two years.

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**PREVIOUS RELEVANT EMPLOYMENT**

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**Vice President of Finance / Controller** - LONG CORPORATION  
**Financial Analyst** - 7-STARS, INC.  
**Accountant** - ABC SERVICES, INC.

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**EDUCATION**

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**Master of Business Administration** in Management & Applied Economics - 1977  
**Bachelor of Science in Accounting** - 1972  
University of Florida, Gainesville, Florida