



TRADITIONAL CONSULTING • INNOVATIVE RECRUITMENT

DON HAWLEY

Consulting CFO

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(602) 695-8020

EXECUTIVE SUMMARY

Consulting CFO 30+ years CFO, President and CEO experience and many years as a Strategic Consultant. In depth knowledge and experience with corporate structuring, developing strategy and tactical plans, leading equity and debt financings, mergers & acquisitions, strategic partnerships, and building world-class management teams capable of managing hyper-growth opportunities. Don has demonstrated strategic, conceptual, analytical, and managerial rigor applied to a wide range of industries. Don has excellent oral and written skills. Don has demonstrated ability to raise capital and build and scale organizations with a focus on corporate culture. Don also has substantial Board of Directors and Advisory Board experience.

EXPERIENCE

PARTNER, CONSULTING CFO

2021 to Present

Specialty consulting CFO and recruiting firm that customizes financial management solutions by utilizing part- and full-time staff through contract employment or direct hire.

- Co-leads the Cannabis and Agriculture/Wine business practice.

CHIEF EXECUTIVE OFFICER

2010 to 2021

- CEO of this private consulting firm leveraging my personal strengths in emerging growth companies, financing strategy, equity and debt financings, and M&A transactions. Filled CFO roles in client companies.

CHIEF EXECUTIVE OFFICER

2010 to 2015

A technology company focused on commercializing innovation green technologies whose vision was to save money & save the planet.

- CEO of this technology company dedicated to commercializing innovative green technology products that deliver profit as well as positive environmental impact. I led a successful equity raise in excess of \$8.5 million from private individuals and a significant industry leading strategic partner. I attracted a world-class Advisory Board and a dedicated team poised for anticipated rapid-growth.

CHIEF EXECUTIVE OFFICER

1998 to 2001

A voice, data, and video integrated service provider

- CEO of this venture-backed, company providing design, installation and maintenance of voice and data systems to large enterprises. Our clients included Wells Fargo Bank, Intel, Hewlett Packard, municipalities, and universities. Under my leadership we grew to \$125 million in revenue and employed more than 750 people in less than 2 years. I led the acquisition of approximately 8 companies and successfully integrated these companies.

EVP & CHIEF FINANCIAL OFFICER

1984 to 1987

An electronic toy company with an extraordinary lineup of product creating new genres of products, talking characters, Laser Tag and a launch of Nintendo.

- Co-founded this toy company, Worlds of Wonder (toys, NASDAQ), that became the fastest growing company in American history (at that time), exceeding \$300 million in sales and \$19 million in profits in the second year and over \$600 million in sales in year 3. As the CFO, was responsible for the original equity financing and subsequent initial public offering and over \$250 million of debt financings.

DIRECTOR OF FINANCE

1975 to 1981

A cottage industry, needlecraft, was transformed into a mass-market leader in a high growth industry.

- Responsible for finance, office administration, order processing, MIS and data processing, distribution, inventory control, internal audit and facilities management. I had line responsibility for 125 employees.



LEADERSHIP PROFILE

- 30+ Years Executive Expertise
- P&L to revenues more than \$600 million
- Multi-site leadership of thousands of team members
- The University of California
- Deloitte Emerging Growth Consultant
 - Served as CFO, COO, President, CEO & Chairman
 - Rapid expansion
 - International experience

EDUCATION

- CPA
 - BS, UC Berkeley
- Concentrations: Business, Accounting

For more information:

<https://2goadvisorygroup.com/meet-partners/don-hawley-bio>