

FINANCIAL PERFORMANCE SOLUTIONS

Do you have an interim staffing requirement or project/analysis work that needs to be completed? Don't have enough consistent work to hire a full time employee? Need to have immediate results?

In these difficult times, companies must have value for their money immediately, and they don't have the luxury (or capital) of training up a permanent staffer to perform intermittent work.

My name is Kevin Bushbaker and I would like you to consider my services. I have an MBA and several years of financial analysis and management experience. I've worked in many industries and consulted in financial management for several companies. I've included a cover sheet and resume for your review.

I am not a large consulting firm or having layers of overhead to sustain. I want my clients to feel they have received value for their money. They are negotiable and will always be congruent with the value you receive.

I never confuse effort with results. You will always have positive results using my services. More important than an hourly rate is the value you receive. To lower your risk, my hourly rate will be discounted by 50% for the first 40 hours of work provided.

Finally, my services are a variable expenditure to your organization and can be ramped up or ramped down as needed. Providing value for your money and winning repeat business is my top priority.

I hope you will consider my services in completing a portion of your management and analysis needs. I am eager to assist your business and would appreciate the opportunity to add value.

Regards,



Kevin Bushbaker, MBA
FINANCIAL PERFORMANCE SOLUTIONS
(702) 400-9986

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*Have work to be completed, but don't want to hire an employee at this time?
DON'T WANT to spend \$100's/hour on expensive consultants from larger firms?
Do you want an MBA "brain and experience" plugged into your business?*

Kevin Bushbaker is an independent contractor that works with companies to deliver value, work projects and key information required to make decisions to drive your business forward successfully. Kevin can fill the void of an open position and unfinished projects without the commitment a full-time employee or expensive consulting firms (without the layers of overhead.) The cost structure is variable – pay for the work you need and ramp up or down as required.

Kevin has several years of corporate finance and consulting experience. He has led and completed several IT implementations and financial management consulting engagements. Kevin's industry experience is varied with recent front-line work in Real Estate and Land Development. He strives to deliver is best-in-class strategic and financial analysis to **support top-level decision-making**.

Why Use Kevin Bushbaker?

- Extraordinary experience and service at a very competitive hourly rate
- Independent contractor – not an employee
- No extra expenses (cell phone; health insurance; employee taxes; etc.)
- Pay only for what you use (ramp up or ramp down amount of services)
- Simple, easy invoicing of services provided for time and materials

Job Functions and Services Offered

- Business Plan writing and creation
- Financial analysis and modeling – detailed financial pro-forma's and analysis
- Forecasting, budgeting and business planning
- Capital sourcing assistance (locate debt and equity financing)
- Marketing analysis and creation of detailed marketing plans
- Competitive analysis reporting and consulting
- Capital allocation strategies for a diversified portfolio of investments
- Compiling statistical reports and data-mining
- Operational analysis and consulting
- Write policies, practices and procedures (e.g. operations and training manuals)
- Real estate contract writing and negotiation

Proficiencies and Experiences (see Resume)

- Master's in Business Administration and Management
- Several years in corporate finance and management
- Several full life cycle implementations of IT projects and solutions
- LICENSED real estate broker in Nevada – negotiation and contract expert
- Property entitlement expert – negotiation and land development expert
- Project management tracking and management (on-time and on-budget)
- EXPERT in Microsoft Excel & Word
- Intermediate expert in MS Access, PowerPoint, Project
- Certified SAP FI/CO consultant
- Implementation of QuickBooks at several small businesses
- User of several other financial software tools

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Real Estate Management Experience

Kevin's most recent experience is in Real Estate Portfolio Management. He co-managed a \$250m equity fund that invested primarily in raw land, commercial property, and future homebuilding assets. He also managed the financial reporting and management of a homebuilding company.

Entitlements

- Entitled several properties in Clark County and Arizona (Maricopa and Pinal counties)
- Negotiated conforming and non-conforming zone changes with municipalities
- Managed several lobbying efforts with County Commissioners and City Council members
- Worked with county staff on all aspects of land holdings in relation to Land Use updates
- Managed all negotiations with neighbors and local citizens on entitlement items
- Represented company in all presentations to Town Advisory Boards, Planning Commission and County Commission/City Council

Engineering

- Managed engineering and land planners on two Master Planned Communities
- Coordinated engineers, land planners, staff, and investors in creating development standards for MPC's
- Led water right transactions and state applications for perfecting water title
- Negotiated water reclamation plan with CCWRD on new communities in NE Clark County
- Interfaced with Bureau of Land Management (BLM) on easements for all developments
- Managed engineers in creating, analyzing and presenting to investors all Phase I Environmental Assessments, Soils Surveys, Archaeological Studies, Traffic Studies, etc.

Financial Analysis

- Conducted all pro-forma analysis for asset acquisition, holding duration and disposition
- Created several new pro-forma strategies for homebuilding company investments
- Analyzed pricing, mix and absorption strategies for homebuilding subdivisions
- Managed all market research for investment equity fund for investment markets – Las Vegas, Reno, Mesquite/St. George, Laughlin/Bullhead City, Phoenix, Tucson, Houston
- Created prospectuses for sourcing capital for investment for both debt and equity investors
- Created several workout plans and analysis for bank negotiations on investment portfolio

Negotiations and Contracts

- Negotiated and created all land purchase and sale contracts including creative profit sharing and land residual options for end users (homebuilding companies)
- Wrote all Deeds of Trust, Promissory Notes, Water Right Pledge Agreements, and managed every aspect of multiple escrow closings
- Extensive negotiation work with neighbors and community groups while entitling land for homebuilding and/or development
- Individual lobbying with County Commissioners, City Council members, Planning Commissioners, and Town Advisory Board Members
- Managed relationships with CCWRD, CC School District, Metro, CC Fire Department, SNWA and local water districts, CC Parks Department on developer participation for projects
- Negotiated land lease agreements with local farmers and other land lessee's

Foreclosures and Bankruptcy

- Expert in Nevada and Arizona foreclosure process
- Managed several work-out cases with lenders on major land holdings in portfolio
- Negotiated away personal guarantees on loans for investment group
- Managed BK process and recovery plan for single/special purpose entity (SPE) – i.e. raw land asset in holding entity