

John M. Hynes

412-551-6468

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PROFILE

I am a financial and operations leader with excellent interpersonal skills and an adaptive and consultative management style that draws on past finance, accounting, engineering and operations experience to model and solve complex business problems that improve financial metrics. I excel at presenting and selling solutions to these complex problems to stakeholders with diverse knowledge and experience.

EXPERIENCE

EMPLOYER: PENN WEST UNIVERSITY

California, Clarion and Edinboro Universities of Pennsylvania are public universities with a collective budget of over \$319 million and over 13,700 students.

Title: Senior Vice President for Strategic Initiatives & Administration (January 2022 – Present)

Responsibilities: Asset repurposing and liquidation, financial aid, academic support, student outreach & success, career & professional development, facilities, grounds, construction, safety & risk management, and human resources.

Accomplishments

- Collaborated with the Provost of PennWest Edinboro to sell a former university campus location for \$3.2 million.
 - Tested the market for potential buyers for two modern dorms at PennWest Edinboro, obtained appraisal; obtained estimates to separate utilities; prepared plot plan for parcel subdivision; and initiated the legislative process to authorize the sale of the property.
 - Initiated discussions with stakeholders of the Venango Campus of PennWest Clarion to discuss options for repurposing or selling the assets.
 - Initiated discussions with the Erie County Redevelopment Authority to transform 220 acres of undeveloped land into a light industrial build-to-suit development.
 - Initiated discussions with Erie County Economic Development to repurpose an old dorm currently slated for demolition.
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EMPLOYER: EDINBORO UNIVERSITY OF PENNSYLVANIA, Edinboro, Pennsylvania

Edinboro University of Pennsylvania is a public university with a budget of over \$93 million and over 3,800 students.

Title: Vice President for Finance & Administration and CFO (July 2020 – January 2022)

Responsibilities: Accounting, purchasing, inventory, finance, budgeting, student accounts, facilities, grounds, dining services, police, safety & risk management, institutional research, information technology services and administrative services.

Accomplishments:

- Improved the board financial presentation to make it more transparent, educational and responsive to past board feedback in order improve the relationship between the board and the office of the CFO.
 - During COVID, increased the number of students in the dorms by 228% to increase spring 2021 revenue; decrease the spring 2021 deficit; and improve the year-end cash balance.
 - Made organizational changes to save over \$220,000 per year.
 - Worked with the Supervisor of the Custodians and Human Resources to create an alternate proposal to outsourcing that saved EU nearly \$900,000 annually and preserved 34 positions.
 - Served as co-lead of the Finance & Administration working group to provide guidance to subgroup leads to complete the required deliverables needed for the Board report and subsequent approval of the integration of three universities.
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EMPLOYER: BEAVER AREA SCHOOL DISTRICT, Beaver, Pennsylvania

Beaver Area School District is a public school district with a budget of over \$30 million and over 2,000 students.

Title: Director of Business Services (September 2014 – July 2020)

Responsibilities: Accounting, purchasing, inventory, finance, facilities, grounds, transportation, food service and administrative services

Accomplishments:

- Increased fund balance by \$2,000,000.
 - Executed \$40 million bond refinancing and \$13 million in new bond and note issues, while maintaining an S&P A+ stable rating.
 - Evaluated / upgraded accounting software and instituted purchase requisition system.
 - Created job descriptions for business office to establish expected knowledge and responsibilities as well as paths for promotions for all business office positions.
 - Established and formalized five-year capital planning process.
 - Established inventory and valuation for paper and other high volume supplies.
 - Recommended new approach for pharmacy benefits to our health care consortium resulting in an immediate \$400,000 annual savings.
 - Performed deep financial analysis of cafeteria to rebid the management and outsource the employees to improve food quality, control fixed costs and increase participation in order to improve profit and decrease debt, which has already dropped by 17%.
 - Instituted the use of a personality assessment tool to improve the process of choosing new employees for the maintenance, grounds and custodial staff.
 - Negotiated teacher pay raise limitations based on pension plan performance to mitigate risk to fund balance when pension plan funding requirement increases.
 - Identified replacement transportation contractor and negotiated a contract with performance incentives that will improve service, safety and return on the state transportation subsidy.
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EMPLOYER: EXCIDIAN, LLC, Pittsburgh, Pennsylvania

Excidian specializes in the development and delivery of customized financial modeling, consulting and training to Fortune 5000 companies across 12 countries.

Title: Partner (April 1997 – December 2014)

Responsibilities: Responsible for the design and execution of business strategy. Directly involved with selling and marketing. Developed and delivered all business and financial modeling, consulting and customized financial training programs to change client employee behavior.

Accomplishments:

- Established product development procedure.
 - Standardized product and service offerings.
 - Tripled product line and services within one year.
 - Created post sale products and services to sustain revenue.
 - Increased revenue by 200%.
 - Created an asset evaluation model and training on that model for Exxon Mobil Pipeline.
 - Created an EXCEL-based sequential simulation for Michelin Tire so that its managers could understand the financial implications of missing production and inventory projections.
 - Created acquisition training for Atofina Chemicals.
 - Created financial models and software to analyze renewable energy projects for the Energy Trust of OR.
 - Created and delivered basic, intermediate and advanced customized financial training to over 30,000 employees of various multi-national companies in 12 countries.
 - Created and delivered operational and rate-of-return regulation training to over 20,000 employees of various utilities.
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EMPLOYER: DUQUESNE ENTERPRISES, Pittsburgh, Pennsylvania

Duquesne Enterprises, the unregulated subsidiary of DQE Corporation, was charged with investing in energy-related businesses to diversify DQE's risk from deregulation of the electricity markets.

Title: Director of Strategic Planning (August 1995 – April 1997)

Responsibilities: Created a strategy that, through a series of acquisitions, would create a unique and differentiated energy services value proposition. Analyzed acquisition targets for strategic fit. Calculated the valuation of businesses selected for investment, and performed / supervised legal, financial, management and operational due diligence.

Accomplishments:

- Created an acquisition strategy for launching differentiated energy services.
 - Tripled the number of viable targets for acquisitions.
 - Identified base acquisition with \$10,000,000 in annual revenue and negotiated LOA.
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EMPLOYER: DUQUESNE LIGHT COMPANY, Pittsburgh, Pennsylvania

Duquesne Light Company is the regulated electric utility serving the Pittsburgh and Greater Pittsburgh area.

Title: Director of Marketing, (June 1993 – August 1995)

Responsibilities: Provided financial, strategic and marketing support for evolving state and federal ratemaking policies by analyzing and modeling Duquesne's potential responses to these evolving policies.

Accomplishments:

- Designed and filed demand side management marketing programs with regulators.
 - Crafted and filed responses to intervenors of demand side management programs.
 - All programs were approved without modifications.
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EDUCATION

MBA – Finance and OR – Carnegie Mellon Tepper School of Business

Graduate Certificate in Accounting - Keller Graduate School of Management

BS and MS in Electrical Engineering - University of Pittsburgh
