

# Greg Andrews

Operating Partner; Interim CFO, CEO, COO



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## RELEVANT EXPERIENCE

Greg Andrews is an Operating Partner in CXO Partners' Finance and Operations practice. He serves clients as an interim CFO, COO, CEO, EVP, and General Manager, primarily for companies in the \$50M-\$300M range. As a C-suite executive, he has served as:

**SVP & Managing Director, US Bank** – Greg conducted strategic business assessments for private wealth and commercial banking business owners. The service focused on maximizing the value of their companies, minimizing taxes, and monetizing the business assets through M&A transactions.

**Group CFO, Wrench Group, LLC** - Greg assisted the private equity owners in the roll up of four residential services companies (\$180 million in revenues). Greg integrated the companies and led a successful exit at 9+ times EBITDA.

**Managing Director, Boustead Securities** – Greg provided investment banking services to lower/middle market companies that included restaurants, healthcare services, renewable energy, infrastructure development, communications, consumer products, and general business services.

**CEO, Macquarie Americas Parking Corp.**  
(Division of Macquarie Infrastructure Corporation (NYSE-MIC)). The company operates the largest portfolio of off-airport parking locations in the US. Greg was promoted to lead the organization through an IPO and ensure that the division achieved compliance as an SEC-regulated business. He oversaw the expansion from eight locations (\$20 million in revenues) to 30 locations (\$80 million in revenues) while becoming the largest operator in the U.S.

Greg has also served as CFO for **Locations Based Technologies, Inc.**, a publicly traded GPS device company; **Traffic Control and Safety Corp.**, a private equity backed roll-up of eight road infrastructure service companies; and **Musician.com**, a division of Guitar Center. He began his career with **Arthur Andersen** and is a CPA.

## PERSONAL STATEMENT

My primary objective on behalf of my clients is to translate business strategies into maximum profits commensurate with the best interest of shareholders, customers, employees, and the public. I am an expert in enhancing profitability, developing strategic initiatives, and managing fast-paced growth during times of organizational development.

I also have had the good fortune to be on both ends of the M&A spectrum as a CEO and CFO, leading many successful exits for both publicly-traded and privately held-companies, as well as serving as an advisor/investment banker.

## PRACTICE FOCUS

### FINANCE & ACCOUNTING

- Accounting Systems
- Comprehensive Audit Preparation
- Effective Board and Audit Committee Management
- Optimizing Cash Management
- Financial Reporting
- GAAP accounting compliance
- Internal Controls
- Efficient month-end close processes
- M&A - Business Integration

### FINANCIAL STRATEGY

- Business Planning
- Capital Requirements
- Debt Financing
- Financial Forecasts & Modeling
- Raising Capital

### BOARD AND MANAGEMENT REPORTING

- Board governance and development
- Formulating and evaluating key performance indicators

## EDUCATION

**UCLA - Andersen School of Management**, MBA - Business Administration & Management

**Boston College**, BS - Accounting

## SECTOR EXPERIENCE

### B2B PRODUCTS & SERVICES

- Accounting, Audit & Tax
- Distributors & Wholesalers
- Environmental Services
- Industrial Supplies
- Logistics
- Security Services

### B2C SERVICES, CONSUMER DURABLES & RETAIL

- Catalog and Warehouse Retail
- Consumer Electronics
- Home Furnishings & Household Appliances
- Internet Retail
- Home Services (HVAC)

### COMMERCIAL BANKING, INVESTMENT BANKING PRIVATE EQUITY

## CERTIFICATIONS

### CERTIFIED PUBLIC ACCOUNTANT