

# Len Cuoco

Operating Partner; Interim CFO, CEO



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## RELEVANT EXPERIENCE

Len Cuoco is an accomplished finance and operations executive who has been growing, improving, and turning around companies throughout his 30-plus-year career.

He has spent a considerable amount of the last 15 years in the packaging and printing industries including **CEO** and **co-owner** of a commercial printing company, **President** of two corrugated packaging companies where he achieved impressive sales and profit growth, and as **CFO** of a company that developed corrugated sheet feeder plants in the United States, Mexico and Europe.

He also has significant domain expertise in national franchise, retailing, and restaurants, supporting brands like **Burger King**, **IHOP**, **1-800-Flowers**, and **Del Taco**. Len frequently advises clients as an **interim CFO**, **President**, and **CEO**. In addition, Len was president of an 11-unit restaurant chain which he acquired after a successful turnaround.

Some of Len's recent and significant interim CFO engagements include:

- A private equity acquisition of a nutritional supplement manufacturer. Len provided pre-acquisition analysis for the acquiring firm, managed key, post-acquisition tasks, including a cash-to-accrual transition, accounting software conversion, and monthly financial statements
- A private equity acquisition of a specialty wholesale company, where Len assisted with overseas financial commitments
- A high-tech startup where he helped secure early-round capital raises.

Len has also served as a CFO advisor to a manufacturing production staffing company experiencing 12x growth; a multi-brand restaurant chain with 50+ units; and a manufacturer of consumer products sold through major U.S. retailers.

He has served as **CFO** and/or **President** for **General Container**, **Corrugated Synergies International**, and **Bay Cities**.

## PERSONAL STATEMENT

My goal is to respond decisively to my clients' challenges and provide value as a transformative leader, whether I'm supporting companies as a CFO, CEO, President, Advisor, or Consultant.

I combine my skills and three decades of experience in turnarounds, performance improvement, and growth opportunities to quickly integrate with senior management. No matter the opportunities, challenges or difficulties of a situation, I think you will find me to be a courteous, poised, constructive, and team-first contributor.

## PRACTICE FOCUS

### FINANCE

- M&A, Divestiture, Joint Ventures
- Financial Modeling/Strategic Business Plan
- Turnaround & Restructurings
- Accounting Systems Integration
- Accounting, Internal Controls, Reporting
- Debt & Equity Financing
- Treasury & Cash Management
- Board of Directors
- Valuation

### OPERATIONS

- International Expansion
- Process Improvement
- Turnaround & Restructuring
- Business Performance & Cash Flow
- Partner/Vendor Management
- Organizational Structure

## EDUCATION

**Monmouth University**, Bachelor of Science, Accounting

## SECTOR EXPERIENCE

### COMMERCIAL SERVICES

- Packaging
- Printing
- Manufacturing
- Professional Services

### FINANCIAL SERVICES

- Commercial & Retail Banking
- Insurance
- Private Equity

### CONSUMER NON-DURABLES

- Beverages
- Food Products
- Supplements, Vitamins

### RESTAURANTS, RETAIL

- Fast-Serve Restaurants
- Franchises
- Catalog Retail
- Luxury Brands
- Retail Warehouse Club
- Specialty Retail

### TECHNOLOGY

- Software/SaaS
- Tech-Enabled Businesses

