

EXECUTIVE SUMMARY

A serial entrepreneur Weatherholt has been involved in numerous business start-ups traveling the path of entrepreneur and innovator. He has found that entrepreneurs and small business owners get caught up in the day-to-day activities of their businesses, losing sight of the big picture. They fail to interpret changes in their business model, the economy, or their industry hindering success. No one can guarantee success. But with help you can improve your odds. Over the years he has started many businesses. Some were winners, some were not. With Weatherholt you get the advantage of these lessons, minus the hard knocks.

PROFESSIONAL EXPERIENCE

President and Founder

Weatherholt & Associates, LLC.

1992 to Present

Starting in 1992 with a contract from the Veterans Administration for writing business plans Mr. Weatherholt has written over 40 business plans. Mr. Weatherholt has taken an innovative product based approach to business consulting. This approach has produced a business talk-radio program "Getting Down to Business", a newsletter known as Business/News & Views®, and the "CEO Club" provides the basis for this bold new approach to consulting.

Major Consulting Projects

CEO Club - A business mentoring program that utilizes proven techniques designed to move a small business to not only the "next level" but move it to the "correct level".

Getting Down to Business® - Innovative Business Talk-Radio program broadcast weekly. Developed program format, topics, write script, schedule guests, interview guests. Each program offers timely and practical business insights and informative special guests from around the world.

Business/News & Views® - Designed and developed an informative newsletter loaded with solid business advice and down-to-earth lessons on how to succeed with your usiness. The e-publication goal, stimulate your creativity and illuminate a path that moves your business to the next level.

Habitat for Humanity Anchorage - Worked as part-time CFO provided accounting services which included setup of QuickBooks, company chart of accounts, and training for accounting staff.

Alaska Professional Sports, Inc. - Company start-up which included; concept development, market analysis, financial feasibility study, corporate formation, IPO package, and business launch.

Microsoft Corporation, Redmond, Washington – Analyzed domestic and international financial statements then made credit recommendations to Worldwide Credit Managers.

Sinbad Network Communications, Anchorage, Alaska – **Researched and wrote startup business plan for a** local entrepreneur who became an internet service provider (ISP). Sinbad Network Communications sold their company to General Communications Incorporated (GCI) for 100,000 shares of GCI common stock.

Department of Veterans Affairs (VA), Anchorage, Alaska – Researched and wrote business plans for VA clients in diverse industries, including aircraft maintenance, woodworking, civil engineering, and commercial greenhouse and Internet service.

Director of Finance**Anchorage Neighborhood Housing Services, Inc.****2004 to 2005**

The Finance Director is responsible for structuring and guiding the financial integrity of an affordable housing organization with an annual operating budget of \$8.5 million and \$42 million in assets.

Fiscal Manager**2003 to 2004****University of Alaska Anchorage, Business Services Department, Anchorage, Alaska**

The Fiscal Manager is directly responsible for managing, developing and carrying out the fiscal policies of Business Services; a university auxiliary organization that generates \$17M in revenue.

Financial Coordinator**1996 to 1999 and 2001 to 2003****Anchorage School District, Student Nutrition Department, Anchorage, Alaska**

Develop and implement an innovative financial unit within the department. Revitalize and restructure long-range financial planning, budget formulation and execution for this \$13M department

Fiscal Manager**1999 to 2001****Anchorage Police Department (APD), Anchorage, Alaska**

Hired to bring fiscal management section back on track after being without a manager for over 6 months.

Developed and administered \$50M budgets, including Capital Improvement Budget, APD Investigation Fund and state/federal grants.

Business Analyst**1991 to 1994****Minority Business Development Center, Alaska Village Initiatives, Anchorage, Alaska**

Provided management and technical assistance to rural business owners, managers and directors. Traveled throughout Alaska to gain insight into rural economies, resources and people. Assisted with business plans, financial analysis, market analysis and financial packaging. Recognized for being an exceptional resource in compiling business plans.

Sales Representative**1987 to 1993****Corporate Express, Renton, Washington (formerly Trick & Murray)**

Managed new business development and client relations for Business Forms and Printing Division. Built sales territory from zero to \$400K total annual sales, which represented 12% of total sales division-wide. Handled company's largest account - Providence Hospital of Alaska.

Co-Founder and Partner**1984 to 1986****Forms Design North West Typesetting, Everett, Washington**

Working with a partner started a full service typesetting business serving graphic artists, marketing departments, print shops and publishers. Company reached sales of \$45,000 annually. In 1986 bought out partner and incorporated typesetting services into Forms Design North West.

President and Founder**1979 to 1987****Forms Design North West, Everett, Washington**

Founder and principal of firm with reputation for providing top quality design and printing services for major customers, including Hewlett Packard, Lake Stevens Instrument Division, Snohomish County Public Utility District,

Intermec Corporation, and JanSport. Grew company from zero to \$200K annual sales in 4 years time. Managed product development, on time delivery, quality control, marketing, sales, human resources, finance and accounting.

ACADEMIC EMPLOYMENT

Adjunct Instructor

2005 to Present

Alaska Pacific University, Anchorage, Alaska

Courses:

Accounting for Information Age

Advanced Cost and Managerial Accounting

Financial Accounting and Public Reporting

Financial Tools in Management

Survey of Accounting

Business Trainer/Advisor

1996, 2002, 2003

University of Alaska Anchorage – American Russian Center, Anchorage, Alaska

Courses:

Successful Business Planning Western Approach”, Magadan, Russia

Customer Service Seminar, Magadan, Russia

Guest lecturer at Northern International University, Magadan, Russia

Western Economics, Yakutsk State University, Yakutsk, Russia

Instructor

1995 to 1996

American Institute of Banking, Alaska Chapter, Anchorage, Alaska

Courses:

Business Writing Skills

Officer Calling Skills

Management Fundamentals

EDUCATION

Master of Business Administration in Finance

Bachelor of Arts, Marketing/Accounting

Alaska Pacific University, Anchorage, Alaska

Associate of Technical Arts, Professional Management

Edmonds Community College, Lynnwood, Washington

Associate of Arts, Graphic Reproduction Technology

Bellevue Community College, Bellevue, Washington

PROFESSIONAL AFFILIATIONS

Alaska State Chamber of Commerce

American Marketing Association - Anchorage Chapter

Anchorage Chamber of Commerce

Anchorage Convention & Visitors Bureau

Anchorage Economic Develop Corporation

Associated General Contractors

Commonwealth North

Petroleum Club of Anchorage
Institute of Management Accountants
National Federation of Independent Business
Toastmaster International - Chugach Power Talkers

PROFESSIONAL DEVELOPMENT

Technology Planning for Nonprofits, the Foraker Group, Anchorage, Alaska
Affordable Housing Development, NeighborWorks Training Institute, Minneapolis, Minnesota
Project Feasibility Analysis, NeighborWorks Training Institute, Minneapolis, Minnesota
IMA 85th Annual Conference, Chicago, Illinois
Russian 101, University of Alaska Anchorage
Policy & Procedure Writing, Anchorage, Alaska
Local Law Enforcement Block Grant Administration, Fresno, California
Law Enforcement Finance, San Francisco, California
Fraud & Forensics, Anchorage, Alaska
Microsoft Excel, Advanced and Visual Basic, Anchorage, Alaska
Microsoft Access, Beginner through Advanced, Anchorage, Alaska

VOLUNTEER AFFILIATIONS

AMA Alaska Board of Directors, Sponsorship Director, Anchorage, Alaska
NFL Youth Flag Football, Official, Anchorage, Alaska
Mariner Point Homeowners Association Secretary/Treasurer, Anchorage, Alaska
Anchorage Football Officials Association, VP Training, Anchorage, Alaska
Alaska State Handball Association, VP and Treasurer, Anchorage, Alaska
Habitat for Humanity, Board of Directors, Treasurer, Anchorage, Alaska
Anchorage Council of Education, Board of Directors, Treasurer, Anchorage, Alaska
Gateway School, Board of Directors, Treasurer, Anchorage, Alaska