

## DAVID M. GESSNER, CPA

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### Professional Summary

Broad experience in accounting, financial system design and implementation, change management, budget, IT, and administrative services...Specialized experience in presentation of financial information to varied audiences, development of budget models, control and reporting on funds usage, and monitoring financial performance...Skilled in procedures to improve efficiency...Managed government and foundation grants and contracts, and reported on use of funding...Familiar with Intacct, Dynamics SL, and similar accounting software and accounting for multiple-entity organizations...Achieved consistently clean financial and federal audits.

### Professional Experience

#### DIRECTOR OF FINANCE

2015 to 2017

American Psychiatric Association – Converted consultancy to regular position. Work focused on upgrading financial, budgeting, and reporting systems and processes, while managing financial operations and finance staff of 6 accounting professionals. Multi-entity organization with combined \$60 million budget. Accomplishments include:

- Audit Corrections - Identified and corrected errors between prior-year financial reports and company accounts, necessitating restatement of financials.
- HR Benefit Plan Administration - Identified significant prior errors with 401k plan funding involving both employee deferrals and employer payments. Performed in-depth analysis of all deferrals and contributions over two years, involving approximately 250 employees; corrected all funding. Reconciled billing of all benefit plans, identifying fraudulent activity. Process led to assuming major role in administration of benefit programs and coordination.
- Policies and Procedures – Rewrote and simplified travel policies; instituted large-scale transition to electronic payments; established procedures for recording foundation revenue; prepared and distributed concise, graphic monthly dashboard data. Simplified and consolidated payroll accounting, eliminating multiple entries.
- System Conversion – Project lead for successful financial system conversion from Dynamics SL to Intacct. Redesigned chart of accounts, adding multi-dimensional structure for cross-functional reporting. Established new operating procedures after accounting system conversion. Migrated prior data and led major banking relationship change.

#### INTERIM CFO

2012 to 2014

National Board for Professional Teaching Standards

Assumed additional CFO responsibilities during two-year transition to new leadership team. Provided financial leadership and control for implementation of major organization realignment, financial / business restructuring, and office relocation.

#### DIRECTOR, FINANCE & ACCOUNTING

2003 to 2014

National Board for Professional Teaching Standards

Financial leader for \$40 million organization with oversight of all accounting and reporting functions, including systems for processing financial transactions and strict adherence to internal control procedures. Coordinated annual financial and A-133 audits and prepared financial statements, footnotes, and supporting documents. Achieved clean, adjustment-free audits for all years. Prepared local and federal tax returns. Coordinated financial functions with HR and IT operations. Managed compliance and revenue recognition for federal and corporate grants. Provided input and financial analysis for long range planning process. Participated as partner in strategic decision-making. Accomplishments include:

- Financial Overhaul – Managed shift in financial operations related to major reshaping of organization's operating model. Changes involved sources, receipt and recognition of revenue, banking process modifications, principal contractor relationship, and realignment of staff structure and responsibilities.
- Relocation – Successfully managed relocation of finance and accounting operations from former Michigan headquarters. Hired staff and commenced full accounting operations using Solomon, initiated new banking and commercial relationships, managed conversion of payroll and benefit programs. Revised workflow to improve efficiencies. Provided financial guidance as member of planning committee for office reconfiguration and relocation.
- Indirect Cost Negotiations / Grants Management – Recommended and negotiated favorable multi-year Indirect Cost Rate proposal for US Government grants. Managed federal and corporate grant funding and reporting.

- General Ledger – Designed processes for management of general ledger accounts and implemented new procedures for payroll management, including direct involvement in process, recording, and monthly cost allocations. Managed complex revenue streams and revenue recognition, and upgrade of time and payroll systems.
- Internal Controls – Managed new audit process focusing on internal controls; wrote detailed process documents delineating comprehensive procedures and internal control mechanisms.
- Budget Process – Designed and implemented standardized budget development tools for operational managers and monthly reporting of budget activity. Produced specialized reports to support business unit managers and outside funders. Recommended budget to Board of Directors and steered approval process.
- Sublease Negotiation – Managed continuing lease components of major out-of-area office closure, engaged broker for sublease marketing, and negotiated favorable sublease terms, relieving significant future expenses.
- Board Presentation – Distilled complex financial information, budgets, and audit reports into clear, concise presentations. Guided budget approval. Prepared financial statements for management and public use.
- Cash / Investment Management – Managed \$40 million investment portfolio and daily cash requirements for all operations. Directed daily monitoring of cash receipts. Managed AP and Payroll processes and approvals.

**FINANCIAL CONSULTANT - Engagements include:**

2000 to 2003

National Academy for Public Administration - CFO

Served as CFO in Deltek government contract environment.

George Washington University - Endowment Accountant

Performed year-end analysis and recording of split-interest endowments totaling over \$75 million

Center for Global Development - CFO

Developed new accounting, budgeting and benefits systems for start-up Research Institute.

The Alban Institute - Director, Finance & Administration

Managed financial and administrative operations for charitable organization.

**DIRECTOR OF FINANCE**

1986 to 1999

American Podiatric Medical Association

Directed financial, network and administrative functions of association; maintained banking and investment relationships; presented financial statements and budget to Board of Trustees and 300-member House of Delegates. Supervised print shop, mailroom, IT and HR functions, and owner-occupied physical plant (25,000 square foot building on 2.7-acre site). Managed purchasing. Coordinated financial service programs for membership; administered employee benefit programs, and served as trustee for defined benefit and 401(k) plans. Accomplishments include:

- Bank Negotiations - Solely responsible for negotiations and closing of loans leading to construction financing for new headquarters building and subsequent refinancing for expansion and improvements. Negotiated interest rate abatement, taking advantage of market changes. Initiated additional refinancing to establish capital improvement fund of \$800,000 with no increase in annual expense.
- Computer Systems Expansion - Managed selection and installation of two major accounting systems, negotiating favorable procurement.
- Investment Policy - Implemented new investment policy designed to layer terms and risk levels of pension, foundation, and reserve fund investments, utilizing asset allocation and investment diversification.
- Headquarters Renovation - Managed major renovation of building systems, internal space realignment, and site improvements. Principal contact for architect. Negotiated project financing.

**Previous Experience****BUDGET DIRECTOR**, Legal Services Corporation**DEPUTY BUDGET OFFICER**, U.S. Department of the Interior, Territorial & International Affairs**BUDGET ANALYST**, U.S. Department of Defense, Defense Nuclear Agency

**Professional License & Affiliations**

Certified Public Accountant - Maryland  
American Institute of Certified Public Accountants  
Greater Washington Society of Certified Public Accountants  
American Society of Association Executives  
Finance and Administration Roundtable

**Education**

Georgetown University, M.S. in Accounting  
George Washington University, M.A. in Government – Metropolitan Administration and Planning  
Marietta College, B.A. in Political Science & Sociology  
Continuing Professional Education in GAAP and OMB reporting requirements, IT, tax, presentation, and audit.

**Community Involvement**

Treasurer, Volunteers for Israel-USA – Serving on Board as national officer for volunteer service organization.  
Boy Scouts of America - Served on Troop governing board and chaired various committees.  
Volunteer tax preparation - Prepared tax returns for new Russian immigrants through social services agency.  
Member, Board of Directors - Served as Treasurer of suburban synagogue. Wrote new Congregation constitution.  
Volunteer coach - Coached youth sports from elementary through competitive senior league baseball.  
Faculty, Golden Gate University - Served as expert on American Samoa for Ph.D. dissertation review.  
Greater Shady Grove Civic Alliance - Assisted in organization of civic group and served as first treasurer.