

# GREGORY G. GREEN

## CFO • Financier • Oil & Gold

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**Recognized Expert on the Valuation of Gold, Oil, and Other Depletable Assets**  
**Expert Operator in the Debt Capital Markets – Raised \$18 Billion Total on 4 Continents**  
**Does All the Heavy Lifting – Starting from Scratch – for Bonds, Equity, IPOs, and MLPs**

“Some think the CFO is simply a bean counter. But this CFO believes the CFO’s #1 priority should be wealth creation – acting as a strategic business partner who unlocks shared wealth for every employee, executive, customer, and stakeholder.”

- **Profile:** All-around financial executive with a passion for creating wealth and developing people. Thrives on challenges and problem solving. Special expertise in IPOs, MLPs, leveraged debt, gold, and oil (“black gold”).
- **Signature Deals:** Set up master limited partnership and orchestrated \$152M IPO & \$175M credit facility for GDP – all starting from zero. Raised \$8B within 4 years for Century Capital during difficult years (2006–2010).
- **Accounting Expertise:** For Eldorado Energy, drove global conversion from US GAAP to IFRS international accounting standard – an extremely complex project.
- **Turnarounds:** Averted bankruptcy for CCAP during financial crisis. Rebuilt capital structure for Eldorado Energy and restored relations with rating agencies.
- **Communication:** Collegial, friendly, open, direct, and driven. Builds amazing teams & mentors junior colleagues.

### Qualifications

- **MBA:** Harvard Business School
- **CPA:** Certified Public Accountant
- **CIA:** Certified Internal Auditor
- **CTP:** Certified Treasury Professional

### Expertise

- **Leveraged Buyouts & IPOs**
- **M&A: Valuation & Integration**
- **Structured Finance & Leveraged Debt**

### Career Highlights

5X \$150M \$250M \$400M \$11.2B



## PROFESSIONAL EXPERIENCE

### GOLD DISCOVERY PARTNERS (NYSE: GDP), Eureka, CA

2012–Present

*Operates several gold and silver mines (among US top 20) • \$500M revenue and 850 people.*

#### Chief Financial Officer (CFO) | Executive Vice President | Treasurer

Within 2 years, transformed a privately held, “mom-and-pop” mining company into a public company listed on the NYSE. Hired a great team, built the financial infrastructure, and launched the \$152M IPO.

- **Preparation Phase:** Prior to company transformation, GDP managed its finances with a handful of bookkeepers and payroll clerks.
  - Assembled all the pieces, starting from scratch: investor relations department, corporate legal staff, human resources, information technology, finance, and strategic planning.
  - Recruited a top-caliber finance team that complies 100% with SEC, XBRL, 10K, 10Q, SOX compliance, and all public reporting and deadlines.
- **Initial Public Offering:** Led GDP through its IPO during 2013:
  - Selected lead underwriters, book runners, and co-managers. Led the road show for investors.
  - Negotiated a new \$175M credit facility – including \$75M+ equipment leasing lines to preserve liquidity – with a syndication of banks that closed simultaneously with the IPO.

**CENTURY CAPITAL (NASDAQ: CCAP), Pittsburgh, PA****2002–2012***PE firm and global asset manager & business development company • Closed-end fund, LBOs, mezzanine capital • \$101B AUM.***Global Head of Debt Capital Markets | Treasurer**

Achieved priority #1, which was preparing CCAP for a sale. During the 2008 crisis, averted CCAP bankruptcy by negotiating with creditors on two continents.

- **Ratings:** Achieved CCAP's first investment grade ratings by Moody's and S&P (Baa2, BBB).
- **Deals:** Raised \$8B of capital within 4 years – before, during, and after historic market crash – details of prolific deal flow are documented in many news releases ([click here for deal sheet and highlights](#)).
- **Balance Sheet:** Drove a 3-year balance sheet restructuring for all debt. Won consensus among Tax, Legal, Accounting, and FP&A on financing. Won approval to raise capital in all countries of EU and Asia.
- **Capital Planning:** Implemented financing of 5 new business lines – foreign and domestic – at a very high operational tempo. Managed a \$3M personnel budget and personally generated \$50M in deal fees.

**ELDORADO PARTNERS (NYSE: ELDP), Tulsa, OK****1993–2002***Exploration and production (E&P) of oil sands, shale gas, and North Sea • 3000 employees • Annual revenue \$9B.***Chief Financial Officer**

Restored relations with credit-rating agencies and strengthened the company's financial bench. Advised COO, CEO, and Board on capital structure, liquidity, risk mgmt, hedging, dividends, and macro-economic trends.

- **Rebuilt:** Led EP's financial turnaround – CFO vacancy for almost 2 years – and built a strong finance team during a period of CEO transition. Streamlined several embedded finance processes.
  - Issued inaugural \$200M preferred-rate-reset securities, which ensured 50% equity credit from rating agencies. Improved liquidity by closing \$700M in bilateral lines of credit for cash and L/Cs.
- **Negotiated:** Obtained a \$90M credit facility that provided adequate financial flexibility to continue managing assets while facilitating execution of the strategic plan.
- **Saved \$5M:** Cut annual operating and capital expenses by improving the forecasting models. Also, cut personnel expenses by \$200,000 annually. Improved productivity by reassigning skills & competencies.

**GOLD VENTURES (NASDAQ: GLDV), Anchorage, AK****1990–1993***Gold mining company roughly similar to GDP (above) • \$500M annual revenue and 450 people.***Vice President of Capital Markets and Financial Risk Management**

Transformed GLDV's loans – half the balance sheet – into a platform of asset-backed securities. Quickly reengineered business processes and managed \$1.5M personnel budget.

- **Created the Gold Industry's "Gold Standard":** Conceived and built GLDV's first securitization platform for loans – \$2.5B in asset-backed bonds – the first platform of its kind in the gold sector.
- **Financial Initiatives:** Led development of a \$500M interest rate hedging platform – forward bond transactions – that mitigated interest rate risk via hedge effectiveness.

**CREDIT SUISSE FIRST BOSTON, New York, NY****1980–1990***Formerly Donaldson, Lufkin & Jenrette.***Investment Banking Analyst – Global Energy & Natural Resources Group**

Executed wide range of transactions such as leveraged lease, project finance and underwriting of debt and equity. Built advanced models for project finance, M&A, accretion-&-dilution, and discounted cash flow.

- Won the *Portfolio Deal of the Year Award* (Project Finance Magazine, 1994). Set up a revolving facility – a 5-year, \$2 billion acquisition-and-construction deal – for NG Energy.
- Acted as lead arranger, sole analyst, and book manager for Alpine Corp's \$2.6 billion financing, which included an \$800M leveraged lease. Advised Edison Mission Energy on \$1.6B leveraged sale-leaseback.

**EDUCATION**

MBA, HARVARD BUSINESS SCHOOL, Boston, MA, 1984

*Graduated with Honors • Concentration in Finance and Accounting*

B.S., Finance, JOHNS HOPKINS UNIVERSITY, Baltimore, MD, 1980

## ACCOUNTING & FINANCE RESUME

Gregory's #1 priority for resume is to indicate the type of CFO role where he performs best – a business advisor – and not a “green eyeshade” accountant or a “bean counter.” In addition to his background in treasury and accounting, he is a very sharp business strategist who improves the business, its mission, and competitiveness.

Greg's original resume was overly focused on the technical details of accounting and asset valuation. He didn't like the inquiries he was receiving, which narrowly pigeonholed him into accounting. Instead, he wants a position that “keeps him working on 8 cylinders.”

- Added a big capital “S” at the start of the introductory paragraph, which describes his target. Even if the readers are just skimming quickly, they cannot miss the big “S.” It's a drop cap (“eye hook”) that stands out despite surrounding bullets and text.
- Gold theme: We summarized his impressive career stats using 5 gold bars with summary scores for IPOs, capital raised, turnarounds, and so on. That graphic is optional (also usable on LinkedIn). If he gets tired of the graphic (a familiar pattern), he can simply remove it without having to redesign the resume.
- Breadth and depth: Greg can initiate big, complicated projects. He can do the “heavy lifting” himself or direct a team, and he can operate several areas of finance. For example, he can walk into a privately held company, hire a team, overhaul all the existing processes, and prepare a company for rigorous reporting as a public company. Next step, he'll organize and everything that needs to be done to launch an IPO.

Long term, he advises senior leadership on business strategy. Meanwhile, his search is not yet underway (feedback to follow).