

BRUCE R. STAHLMAN

6192 S. Aberdeen St., Littleton, Colorado 80120

bruce.stahlman@gmail.com

(720) 987-7955

BUSINESS EXPERIENCE

ARC THRIFT STORES, CHIEF FINANCIAL OFFICER, Denver, Colorado, 2006 – Present

Directed all facets of financial controls and accounting, planning and reporting, capital structure, treasury and working capital management for 32 Store / 1,700 employee / \$120 million revenue not-for-profit retail thrift business.

- Member of senior team that Increased annual EBITDA from \$3 million to over \$21 million resulting in the growth of annual Arc Chapter distributions from \$3 million to over \$13 million per annum.
- Oversaw investment strategy for Corporate reserves totaling \$47 million and \$12 million of 401(k) assets.
- Negotiated and closed a \$6 million tax advantaged private placement bond issue. Refinanced balance using interest rate swap structure.
- Executed new forecasting, reporting processes and technology applications to drive cost accountability.
- Negotiated favorable lease arrangements at numerous retail, office and warehouse locations along with service pricing terms for credit card processing, telecommunication, banking and trash collection vendors among others.
- Denver Business Journal 2008 Not-for-Profit CFO of the Year award finalist.

NORTEL NETWORKS LTD., FINANCE TEAM LEAD / BUSINESS DEVELOPMENT EXECUTIVE, Denver, Colorado, 2000 – 2006

Global telecommunications company with 90,000 employees that supported customers in more than 150 countries. Directed finance team responsible for business case review, contract development, financial reporting and GAAP / SOX application on 250 active customer accounts with over \$500 million of annual revenue. Managed network support service contract offerings for major accounts in the U.S., Europe, Asia and Australia.

- Hutchison Hong Kong Outsource Operations Proposal – Planned, developed and presented business case to assume carrier engineering and operations as a platform for Southeast Asia services business development.
- Adelphia Cable Voice Over Internet Protocol Application – Coordinated a new niche enhanced services sales process including price / cost recommendations, management approvals and contract negotiations.
- Least Cost Routing Joint Venture – Planned and developed a multi-service, multi-customer economic model to assess the value of integrating a 3rd party software suite into an existing platform with a joint sales process.
- Global Services Agreements – Led customer negotiation planning, management and execution on \$10 million 2004 and \$8 million 2003 maintenance and support service contracts for Qwest Communications.

RHYTHMS NETCONNECTIONS, INC., DIRECTOR FINANCIAL PLANNING & ANALYSIS, Denver, Colorado 1999 – 2000

DSL service provider IPO'd in April 1999. Through 2000, the Company raised \$2 billion of capital, installed network equipment in 1,500 co-location sites, installed 31,000 DSL lines and hired 1,700 employees. Managed finance team engaged in all aspects of the business including long-range business planning, pricing economics and Board presentations.

- Budget Process Development – Planned, executed and implemented company-wide budget system from scratch.
- Other Economic Analyses – Prepared detail project economics and negotiated pricing and the related equity investment structure for a pharmaceutical / physician broadband integrator customer.

K N ENERGY, INC. (KINDER MORGAN, INC.), DIRECTOR ECONOMIC EVALUATION, Denver, Colorado 1990 – 1999

Coordinated capital project and merger and acquisition economic analyses while developing standardized project assessment metrics for use throughout K N. Adapted new analytic methodologies and presentation formats for senior management. Assessed capital projects and transactions valued at over \$1 billion in total. Directed all finance functions for a start-up joint venture between K N and another Fortune 500 utility / energy service companies.

- American Oil & Gas Merger – Planned and executed internal economic evaluation of a stock exchange valued at \$300 million and presented results to K N management and Board members.
- Pony Express Pipeline – Prepared complex economic analyses and advised management team negotiating the purchase of one of two oil transportation pipelines valued at over \$150 million.
- SW Kansas Gathering and Processing Facilities – Assessed the unregulated economics of a significant asset base spun-down from the regulated interstate pipeline per FERC directive.

- Wind River Gathering Joint Venture – Prepared joint venture analysis to acquire and operate gathering facilities.
- Greeley Gas Co. – Analyzed acquisition evaluation of 92,500 customer regulated local distribution company.
- JV Economics and Pricing – Directed model development and sales presentation material linking customer demographics, marketing channels, customer acquisition and retention costs, bundled product and service offerings and back office operating costs to measure relative economic value utilizing Monte Carlo risk simulation.

AMOCO CORP. (BRITISH PETROLEUM LTD.), SENIOR ECONOMIC ANALYST, Chicago and Denver, 1985 – 1990

Held positions in the Planning & Economics and Controller departments with \$16 billion capital employed oil and gas production subsidiary of Amoco Corporation.

- Tenneco Oil Company's Mid-Continent Division - Coordinated, analyzed and presented a proposal to acquire assets valued at \$650 million to regional management.
- Arco Property Exchange - Coordinated, evaluated and presented multi-producing property exchange with Arco Oil Company encompassing technically diverse oil and gas properties in Wyoming and Oklahoma.
- Financial Reporting - Completed ongoing financial and operating analyses, control budgets and five year plans for consolidated international locations including Canada, the UK, Norway, the Netherlands and Gabon.

EDUCATION

INDIANA UNIVERSITY, KELLEY SCHOOL OF BUSINESS, Bloomington, Indiana, 1985

Master of Business Administration with honors in Finance.

ALBION COLLEGE, Albion, Michigan, 1979

Bachelor of Arts degree, *magna cum laude*, in Economics and Management.

PROFESSIONAL CREDENTIALS

Certified Public Accountant (Registered)

Six Sigma / Lean Process Improvement

CIVIC CREDENTIALS

LITTLETON CITY COUNCIL, Littleton, Colorado, 2007 and 2009 – 2015

Twice elected as citywide representative for community of 44,000.

LITTLETON PLANNING COMMISSION, Littleton, Colorado, 2016 – 2022.

Appointed to the City's land use board following Council term.

LITTLETON INVESTS FOR TOMORROW, 2014 – 2015

Appointed Council liaison to the City's urban renewal authority.

LITTLETON PUBLIC SCHOOLS, 2014 – 2015

Appointed to Mental Health and Safety Policy Advisory Committee following Arapahoe High School shooting.

ATLANTIS COMMUNITY FOUNDATION, Denver, Colorado, 2014 – Present

Member of Board of Directors for disability and low income housing 501(c)(3) organization.

LITTLETON FIRE RESCUE, 2009 – 2015

Appointed Council liaison to the City's contractual fire partners Littleton Fire Protection District and Highlands Ranch Metro District.

LITTLETON HISTORICAL PRESERVATION BOARD, Littleton, Colorado, 2008 – 2009

FRIENDS OF THE LITTLETON LIBRARY & MUSEUM, Littleton, Colorado, 2008 – 2009

President / Board Chair responsible for 501(c)(3) organization supporting library and museum programs.

ROTARY INTERNATIONAL, Littleton, Colorado, 2007 – Present

ARC THRIFT STORES, Denver, Colorado, 1999 – 2006

Board of Directors