

Thomas J. Trometer
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EXPERIENCE:

Tom Trometer, Lexington, MA – 1999 to Present

Acting CFO for various startup companies primarily in the high technology area. Companies include IT consulting, Web development, emarketing software, various dot com and smart card technology, as well as in the biotech field of DNA sequencing and LBO Investment firm. Duties include building business models and budget preparation, assisting with business plans, providing strategic advice to company founders, setting up and monitoring the accounting function, establish financial reporting, assist in the Human Resource area, both in hiring and establishing policies, shareholder communication, risk management, and establish and manage banking relationships.

CableSoft Corporation, Burlington, MA - 1997 to 1999

Vice President and CFO of a privately held software company. CableSoft provides cable viewers with On-Demand Internet information without connecting to the Internet, using the remote control.

Responsible for the finance area reporting directly to the CEO. Participate in all aspects of the organization's operations, including budgeting, financial statement presentation and analysis, managing the administrative staff, Human Resources, risk management, banking relationships and treasury.

- Raised \$4 million in private equity funds.
- Refined financial reporting.
- Active participant in executive team responsible for strategic direction.
- Revised the business plan and implemented a budget model used in fund raising activities.
- Instrumental in closing the sale of the company to Motorola in December 1999.

Opta Food Ingredients, Inc., Bedford, MA - 1992 to 1997

Vice President, Finance and Treasurer of a publicly traded food industry biotech company. Opta established in May 1991 to develop food ingredients that improve the nutritional content, healthfulness, texture and taste of food products.

Responsible for the finance area reporting directly to the CEO. Participate in all aspects of the organization's operations, including budgeting, financial statement presentation and analysis, managing a staff of two in the

accounting department, MIS, Human Resources, risk management, banking relationships, treasury and all SEC reporting.

- Raised \$10 million in private equity funds and \$32 million in public equity funds.
- Developed and implemented an automated accounting and manufacturing system.
- Refined financial reporting and SEC compliance.
- Instrumental in obtaining debt financing for plant expansions.
- Active participant in executive team responsible for strategic direction.
- Working with CEO, designed, implemented and maintained an investor relations program.
- Assisted in the assimilation of an acquired business into the operations of the Company.

Xenergy Inc., Burlington, MA - 1991 to 1992

Controller of this rapidly growing energy conservation consulting firm. Xenergy established to meet the growing need for energy conservation due to the dwindling supply of natural resources such as oil and gas.

In charge of the accounting department reporting directly to the CFO. Duties include managing a staff of seven in the areas of accounts receivable, accounts payable and payroll. Specifically responsible for monthly reporting package, interface with outside auditors, resolution of various sales and income tax issues, direct communication with bankers and monitoring of finances in twenty-two satellite offices.

- Reduced the number of days outstanding of unbilled receivables.
- Successfully managed a staff of seven people in the accounting department.
- Assisted management in consolidating its offices in one location in MA.

Price Waterhouse & Co., Boston, MA - 1988 to 1991

Manager in the Middle Market and Growing Companies Division of a "Big 6" accounting firm. Clients included organizations ranging from start-up to mature small businesses in a variety of industries, including high technology, finance, energy organizations and various manufacturing concerns.

Responsibilities include resolution of difficult business and accounting issues, training and supervision of staff, billing and collection and practice development. Assisted clients with the development of business plans used in raising capital and due diligence on potential acquisition targets.

Davis, Duff & Trometer, Houston, TX - 1984 to 1988

Partner in charge of the audit practice as well as administrative issues at this 10 person public accounting firm. Instrumental in the growth of firm from start-up to an annual volume of \$750,000.

Baucum, Hyde & Reese, Houston, TX - 1981 to 1984

Audit Department Supervisor in this 35 person public accounting firm.

EDUCATION AND PROFESSIONAL:

- Bachelor of Science in Accounting, May 1978 - Canisius College, Buffalo, New York
- Certified Public Accountant in the Commonwealth of Massachusetts
- Member AICPA