



Joe Churilla, CPA, MBA

Consultant

ABOUT JOE

An accomplished CPA with a master's degree in business administration from The Ohio State University, Joe is highly accomplished in financial analysis, strategic planning, debt structuring and restructuring, and operations. He is a trusted business advisor who works well with employees at all levels, including the functional staff, the CEO, other senior-level leaders, and Boards of Directors. He can effectively lead teams of people through projects to their successful completion.

Joe began his accounting career with the Big Four firm Deloitte and then moved on to an international restaurant operator and franchisor to perform financial and credit analysis, as well as develop financial monitoring systems for over 4,000 franchised restaurants worldwide. He protected the collection of \$400+ million in annual revenue from franchises, worked with financially distressed franchisees, and prepared and implemented business recovery plans. As Vice President of Finance for a start-up company providing catering services to private jets at airports across the USA, he forecasted cash flows, managed working capital, and strategically planned and executed acquisitions.

Joe has also held two CFO positions. The first was with a medical association that operated a for-profit insurance agency. The second was with a cooperative electric utility that had propane, natural gas and fiber internet subsidiaries. In those roles, he was a strategic member of the leadership team and was involved in all areas of the businesses.

Clients value Joe's breadth and depth of experience in a diverse range of industries and the perspective that experience gives him to help identify problems and implement streamlined solutions in a wide range of situations.

INDUSTRY EXPERIENCE

Banking, Bankruptcy, Employee Benefit Plans, Franchising, Government, Healthcare, Industrial, Insurance, Investments, Nonprofit, Power Generation – Alternate Energy Sources, Restaurant, Software, Start-up Companies, Utility

EDUCATION

- The Ohio State University, Master of Business Administration, *cum laude*
- Youngstown State University, Bachelor of Arts, Accounting and Economics, *summa cum laude*

CERTIFICATIONS

- CPA – Certified Public Accountant – Ohio

PROFESSIONAL AFFILIATIONS

- The Ohio Society of Certified Public Accountants