

Michael E. Hinkley

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PROFESSIONAL EXPERIENCE

Hinkley BSC, St. Petersburg, FL

2017 - Present

Fractional CFO / COO

- Advise ownership and management teams as they scale for growth, strengthen operations, or recover projects in distress.
- Support corporate governance and executive decision-making through financial analysis, budgets, forecasts, performance reviews, and strategic planning.
- Develop and execute financial strategies aligned with organizational priorities and capital plans.
- Oversee accounting, tax, audit, financial reporting, internal controls, treasury, banking, and insurance.
- Lead financial planning and project management for major capital initiatives.
- Review contracts, coordinate with outside counsel during litigation, negotiate financing terms, and negotiate shareholder buyouts.
- Promote financial accountability while identifying opportunities to strengthen the organization and mitigate risk.

Board Director

- Oversee financial management and provide members with organizational progress reporting.
- Contribute to strategic plan development, oversight and progress reporting.
- Oversee capital budgets, resource allocation, and return on investment.
- General corporate governance and board membership responsibility.

Turnaround Champion

- Analyse financial position, operational capabilities and limitations and ownership's objectives.
- Provide financial clarity to ownership and management.
- Provide turnaround action plan and gain ownership and management buy in.
- Implement financial, legal, and operational restructure plans and monitor progress.

Interim CEO

- Provide stability, knowledge, and experience during a time of transition or turmoil.
- Conduct search for CEO and key management personnel.

Green Flash Brewing Co., San Diego, CA

Chief Executive Officer

2002 - 2016

- Led the company from start-up to No. 37 among 5,300 U.S. production brewers, growing annual revenue from zero to \$30 million and EBITDA to \$4.8 million.
- Built an authentic brand and high-performing culture.
- Earned position as industry leader through new product development, quality control, strategic distribution, and operational infrastructure.

Chief Financial Officer

2002 - 2012

- Directed accounting, finance, tax, audit, governance, FP&A, internal controls, treasury, banking, insurance, and capital expenditures.

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- Raised more than \$7 million in equity capital through private-placement memoranda and investor presentations.
- Secured \$20 million in term loans and \$2 million in revolving credit.
- Produced quarterly Board materials and annual shareholder reports and presented strategic and financial results.
- Built and operated two large-scale manufacturing facilities and three retail locations; optimized return on equipment purchases through staged capacity expansion.
- Managed supply-chain strategy and forward contracts to support quality, reduce inventory carrying costs, and lower cost of goods sold.
- Led a strategic sale process, securing offers representing \$55 million to \$100 million in enterprise value for Board consideration.

Life Technologies, Carlsbad, CA 2001–2002
International Tax Manager, CPA

- Managed U.S. federal income tax compliance for foreign subsidiaries.
- Developed a strategy to repatriate \$100 million in overseas cash at the lowest tax cost while reducing the worldwide effective tax rate.
- Contributed international tax components to GAAP financial statements.
- Served as a key contributor to the Mergers & Acquisitions Team.

Sunrise Medical, Carlsbad, CA 1998 – 2000
International Tax Manager, CPA

- Managed local-country and U.S. federal income tax compliance for foreign subsidiaries.
- Used transfer pricing, debt and equity instruments, and repatriation timing to reduce the worldwide effective tax rate.
- Worked outside my primary specialty and resolved an Alabama audit, reducing the initial assessment by over \$100,000.

Arthur Andersen LLP, San Jose, CA 1995 – 1998
Senior Tax Specialist, CPA

- Specialized in corporate and international tax strategy and compliance.
- Received consistently positive performance reviews and earned promotion each year.
- Earned the Certified Public Accountant credential at the earliest opportunity.

United States Navy 1985 – 1989
Machinist Mate

- Served country honourably.
- Successfully completed machinist mate training.
- Served on board CVN-70, the U.S.S. Carl Vinson, a Nimitz-class aircraft carrier.

EDUCATION & CERTIFICATIONS

B.S. BUSINESS ADMINISTRATION 1996
 University of California, Haas School of Business
CERTIFIED PUBLIC ACCOUNTANT 1996 - 2010
 California Board of Accountancy
MASTER OF SELF-PROPELLED VESSELS 2021
 U.S. Coast Guard