
Paul Skyers

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Qualifications for Fractional CFO/Full Charge Bookkeeper

Energetic and focused professional with over 29 years of Financial Analysis, Full-Charge Bookkeeping, Job Costing, Budgeting, Loan Packaging, Economic Development, and Business Management experience who has demonstrable expertise in writing Business Plans, Loan Packages, Redevelopment grant proposals, various Financial Analyses, Alternative Energy Development proposals, and Strategic Analyses. Possessing an extraordinary breadth of practical experience and knowledge in the operations of a wide array of business types (across diverse industries: from Retail to Construction to Manufacturing to High Tech to Professional Service-based entities). A detail-oriented Financial Analyst who excels at designing complex financial models and at providing management with valuable decision support information. A highly skilled Financial Analyst leveraging innate curiosity, analytical skills and powerful leadership skills to participate in a driving passion: Small Business Enterprise Expansion projects.

He excels at helping various stakeholders collaborate and articulate their value propositions thereby enhancing their eligibility for financing.

Areas of Expertise

Financial Comptrolling • Full Charge Bookkeeping • Compiling complex financing requests • Financial Analysis • Business Strategic Analysis & Planning • Corporate Financial Management • Residential & Commercial Real Estate Development • Green Venture Development • Alternative Energy Development • Entrepreneurship Development • Startup Financing • Sales Management • Business Feasibility Studies • MWBE Compliance • Relationship Development • Writing Economic Development grants •

Selected Projects & Accomplishments

- ✓ Restructured Financial Analysis templates for the company's Engineering & Manufacturing Business Unit to integrate Production Analysis with Financial Performance and drive higher levels of productivity & efficiency in the Unit's daily operations.
- ✓ Setup Bookkeeping systems for construction, service, and retail industry clients thereby implementing the financial decision-making frameworks which facilitated unprecedented profit growth in their enterprises.
- ✓ Secured over \$15 Million in financing for various business clients, and provided procurement assistance that netted business clients more than \$46 Million in both public and private contracts over an eleven-year period during tenure as the innovator and CEO of an Entrepreneurship Development Agency. The Agency provided early-stage, small and medium-sized businesses with financing, access to business opportunities, and management and marketing advice.
- ✓ Secured \$21 Million in financing for Affordable Housing Projects in Palm Beach County and coordinated the Development process (from Concept Development to Lease-up)
- ✓ Secured the financing and managed the development of two small-scale retail centers in the redevelopment districts of Delray Beach and Riviera Beach. Both centers have maintained 95% occupancy rates since being built, and have served as catalysts for commercial development on surrounding parcels.
- ✓ Secured Economic Development grants of \$60K from the cities of West Palm Beach & Boynton Beach
- ✓ Secured an annual operating grant of \$112K for the Palm Beach County Resource Center from Palm Beach County Board of County Commissioners (for 12 consecutive years 1998-2010)
- ✓ Secured grants from Delray Beach CRA of \$80K for various economic redevelopment projects on 5th Avenue

- ✓ Secured an Economic Development grant of \$60K from the South Florida Water Management District to oversee a Small Contractor Development Program
- ✓ Provided critical direction on Palm Beach County's proposals to the Federal Government that resulted in a \$9.2 Million Energy Efficiency Community Development Block Grant award that created energy efficiency incentives and loans for small enterprises. Advisor on various "green groups" (Pollution Prevention Coalition, Green Business Task Force, Treasure Coast USGBC) on green development strategies.
- ✓ Chaired the Alternative Energy Task Force that created a Comprehensive Alternative Energy Strategic Plan – plan implementation included the creation of a countrywide Green Energy Cluster Council. .

Career Track

Fractional CFO , Chasser Associates (West Palm Beach, FL)	1999 – 2024
Economic Development Consultant , Riviera Beach CRA (Riviera Beach, FL)	2010 – 2022
R.E. Development Associate , Palm Beach County Housing Authority (West Palm Beach, FL)	2010 – 2016
Executive Director/Sen. Financial Analyst , PBC Resource Center (Riviera Beach, FL)	1998 – 2010
Experience Rating Consultant , NCCI (Boca Raton, FL)	1997 – 1998
Business Financial Analyst , Kendall Square Associates (Miami, FL)	1994 – 1997
Sales Manager , Circuit City (Miami, FL)	1992 – 1994
Restaurant General Manager , KFC (Miami, FL)	1991 – 1992
Financial Analyst , NCR (Lake Mary, FL)	1989 - 1991

Credentials

Master of Business Administration (concentration in Entrepreneurship)

Bachelor of Science in Business Administration (Major: Finance), University of Central Florida

People, Process, & Systems Management Certification, *PepsiCo*. (1991) • Managing Through People, *Circuit City* (1992) • Professional Salesmanship, *Circuit City* (1992) • SBA Lender Training, NAGGL (1995) • Real Estate Development Certification, *FL Housing Finance Corp.* (2008) • Certified Entrepreneurship Trainer, *Babson College* (2000) • Commercial Project Finance Certification, *Urban Land Institute* (2003) • Green Development Practices, *US Green Builders Council* (2009) • Mixed Use Development, *Urban Land Institute* (2003) • Financial Strategies for Practice, *Success Pride Institute* (2001) • Credit for Economic Development Certification, *Chase Manhattan Private Bank* (1997) •

Skills: MS Office Suites Software, Adobe Professional Productivity Software, QuickBooks, Homestead SiteBuilder, Yardi Accounting Software, SBC Accounting Software, DoorLoop Property Management Software, DBASE IV Plus, LOTUS Notes

Professional Service/Affiliations:

- Business Development Board of Palm Beach County
- Overall Economic Development Program Committee of Palm Beach County
- Treasure Coast Comprehensive Economic Development Strategy Committee
- Small Business Enterprise Advisory Committee (Palm Beach County)
- Palm Beach County Alternative Energy Task Force
- Palm Beach County Green Energy Cluster Council
- Pollution Prevention Coalition of Palm Beach County