

BRIAN R. HUGHES, MBA
THE KRYDON GROUP INC
CHIEF FINANCIAL OFFICER

Education: St. Joseph's University- Philadelphia, PA
Bachelor of Science in Accounting

St. Joseph's University- Philadelphia, PA
Masters of Business Administration (MBA) in Finance

Experience: Active Environmental Technologies- Mt. Holly, NJ
General Manager-Controller

- Revised and established current field controls and procedures to decrease the billing cycle. Collective impact of these changes was to decrease the billing cycle from monthly to bi-weekly and increase cash flow by over 50%, saving over 12% in interest expenses and improving vendor relationships.
- Established divisional reporting and assigned division heads to implement budgets, marketing plans, cost controls and functional needs Manager
- Responsible for implementing other entities for owner in addition to Active. These included a Real Estate investment company, an internet sales company and an advertising sales company. Was responsible for operating agreements, corporate filings, accounting systems and bank relationships.

Cactus Integration Group- Cherry Hill, NJ
Corporate Controller

- Ensured proper data collection procedures were used by all departments of the organization as well as by accounting staff with functionality in areas of accounts payable, payroll, project accounting, purchasing, inventory, billing and accounts receivable
- Collective impact of procedures and controls implemented was to increase revenues from \$11 million in 1998 to \$35 million in 1999 and up to \$52 million in 2000
- Developed project labor tracking system to improve employee supervision and identify deviation from project proposal limits

Certifications: ISO9001:2015 Quality Training- Jan/Feb 2020

Clearances: None