

David M. DiLena, CPA

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FINANCE LEADER

A proven finance leader with a record of achievement in roles including Financial Analyst, Project Manager, Controller and Chief Financial Officer. Noted for enhancing the productivity, efficiency, and profitability of organizations by driving continuous improvement in operations, processes, metrics, and workflows.

CORE COMPETENCIES

Strategic Planning • Mergers & Acquisitions • Process Improvement • Cost Control • Team Leadership
Operating Budget Development & Management • Budget Planning • Budget Projections
Financial Reporting • Financial Statements • Audits • US GAAP • Excel • Power BI

PROFESSIONAL EXPERIENCE

Town of Highland Beach Florida

2022 – Present

An \$30M Annual Budget Full-Service Florida Municipality positioned in the southern portion of eastern Palm Beach County

Finance Director

The Town of Highland Beach was struggling to secure a permanent and competent Finance Director to serve the needs of this small wealthy town.

- Successfully created five-year budgets for each fund and department.
- Successfully created five-year water and sewer user rate adjustments based on cost-of-service internal study.
- Successfully created Power BI dashboards for the General Fund, Water and Sewer Funds and Building Department to monitor expenditures on a near real time level.
- Successfully finished the annual financial audit on time with no audit finding.

Government Services Group, Inc. FL

2011 – 2022

Florida Governmental Utility Authority

An \$80M Special Purpose Government with 10 separate water and wastewater Enterprise Funds spanning 14 Counties in Florida.

Manager of Financial Services – GSG, Inc.

Chief Financial Officer - FGUA

Government Services Group (GSG, Inc.) is a for profit private company specializing in serving local governments. The Florida Governmental Utility Authority (FGUA) is the largest client of GSG, Inc.

The Florida Governmental Utility Authority is the largest special purpose water and wastewater utility in Florida. The FGUA is spread-out over 14 Counties and includes operations in the MacDill Air Force Base. Annual Revenues are over \$80M and as Chief Financial Officer, I manage over \$500M in Assets and Revenue Bonds

- Successfully completed the acquisition of the Aqua Florida Utility Systems which increased customer connections by 32% and annual revenues from \$51M to \$80M. The Aqua acquisition was the largest acquisition in the 14 years history of FGUA.
- Successfully completed the Merger and Acquisition of the MH Utility Systems which increased customer connections, financial strength and utility system reliability within the FGUA's Consolidated Utility System.

- Negotiated cost effective operations contracts for the largest vendor of the FGUA for the Pasco Utility System.
- Participated and conducted bond rating calls with Moody's, Standard & Poor's and Fitch and successfully strengthened the credit ratings on various bond issuances and refunding.
- Successfully increased the FGUA from seven separate enterprise systems to 10 separate enterprise systems in 3 years.
- Managed Compliance with Trustee for over \$500M in Revenue Bonds.
- Manage Annual Budgets and Rate Hearings for the FGUA's \$80M Operating Budget and \$55M Capital Budget.
- Managed Annual Financial Reporting Requirements with awards for excellence in financial reporting from the Government Finance Officers Association.

Florida Utility Group, LLC, FL

2005 – 2011

KBHS, Inc.**Utility Group of South Carolina, LLC,**

A \$10M conglomerate of 3 water and wastewater management companies with operations throughout Florida and South Carolina.

Partner/Chief Financial Officer/Controller

Vet all operations in the States of Florida and South Carolina while proactively controlling cash flow to drive continuous improvement in resource utilization. Develop and steward operating budgets and projections on an annual and monthly basis.

Drive development of standardized internal controls utilized in the operations of three strategic business units. Orchestrate monthly closing supporting the submission of key financial reports to the board of directors as well as the company's senior management.

Advance delivery of all Human Resource Management functions including payroll and employee relations as well as compensation and benefits administration.

- Improved cash flow and information sharing between departments. Developed and implemented accounting policies and procedures that enabled this achievement.
- Enabled company growth and market expansion through inorganic means. Played a key role in 2 strategic acquisitions that doubled both company size and revenues in only 3 years.
- Accelerated cash flow by 5 days while improving invoicing procedures. Created and launched a system of electronic work-orders that enabled employees in the field to remotely submit job sheets electronically.
- Saved more than \$58K per year by eliminating unnecessary overtime. Created electronic time sheets for use in the field. Installed GPS on all vehicles to dramatically reduce time between calls.
- Saved the company \$150K and more than \$500K in taxes. Uncovered a system of internal fraud within an acquired company.

EDUCATION & CERTIFICATIONS

BS, Finance Florida State University, Tallahassee, Florida
BA, Accounting, Florida State University, Tallahassee, Florida
Certified Public Accountant