

Jeffrey M. Glover

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Summary

Accounting and finance professional with over 20 years of hands-on administrative, production and field operation experience in the Oil & Gas industry is exploring new opportunities.

Controller, 2007-Present

U.S. Energy Development Corp, Buffalo NY

Responsible for the accounting and finance activities of a \$100 million Appalachian based driller/operator. With the company's rapid growth my attention is concentrated on financial statements, budgets and liquidity assurance. Production revenue, joint interest billings, AFEs and contractor invoicing are major areas of hands-on involvement.

- Implemented departmental financial statements.
- Instituted a Purchase Order system.
- Integrated JIB and AFEs with the general ledger.
- Scrutinized the development costs on over 850 prospects monthly.
- Liaison with joint venture partners and due diligence representatives.

Controller, 2004-2007

Rock City Mechanical LLC, Nashville TN

Supervised the accounting functions for a \$50 million mechanical/plumbing contractor specializing in hospital and prison construction. Job costing, cash flow and financial statements was where my primary focus was concentrated. Resigned for personal reasons.

- Streamlined billing procedures.
- Enhanced the Bid Proposal process.
- Employed procedures to standardize Project Manager reporting.
- Revised standards for overhead and burden costs.
- Negotiated liability and workers compensation premiums (self-insured).

Controller, 2000-2004

Community Steel Corp, Buffalo NY

Brought on board to recommend and implement new procedures and controls. Foremost attention was paid to job costing and cash flow. With all goals and objectives accomplished for a successful turn-around I took the opportunity to explore new interests.

- Restructured an inefficient job costing system.
- Spearheaded inventory control policies.
- Removed departmental duplications to increase efficiencies.
- Developed compensation, bonus and benefit packages.
- Participated in Union contract negotiations.

Chief Financial Officer, 1989-2000

Discovery Well Services, et al, Youngstown OH

Responsible for the accounting, finance and investment activities for several affiliated companies. Business operations included servicing most segments of the energy industry and production of oil & gas through joint ventures and acquisitions. I resigned after selling my ownership interests.

- Negotiated the purchase of two companies.
- Formed numerous industry alliances and joint ventures.
- Sponsored regulatory changes with the State Public Utility Commission.
- Negotiated with vendors to extend payment terms.
- Operated a satellite supply store for an industry partner.

Loan Officer-Energy Division, 1987-1989

Huntington National Bank, Cleveland OH

Responsibilities included prospecting for potential loan customers, developing client relationships and analysis of production and cash flow records. After Management's decision to phase out the Energy Division I elected to pursue self-employment rather than accept reassignment.

- Designed financing packages for specific needs.
- Traveled up to 50% developing client relationships.
- Examined financial statements for credit worthiness.
- Analyzed cash flow projections for potential acquisitions.
- Monitored loan compliance.

Director-Budgeting & Cash Management, 1978-1987

Envirogas Inc, Buffalo NY

Initially hired as a cost accountant I advanced through all positions within the accounting department up to the Director position. Ending responsibilities included preparation of consolidated financial statements and budgets, investment and cash flow activities.

- Performed external audits on partnerships and joint ventures.
- Managed all short & long term investments.
- Negotiated supplier discount terms.
- Overseen multi-state payrolls.
- Supervised a staff of 23.

Bachelor of Science in Business - Accounting

State University of New York, Buffalo NY

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