

## **Marika Erdely**

A Strong Financial and Operational Executive. Innovative, energetic, versatile and loves a challenge. Works efficiently to get to the bottom line. Strong team leader and developer. Impeccably honest.

### **Professional Experience:**

#### **LEED by ME, Inc. dba Green EconoME ([www.GreeneconoME.com](http://www.GreeneconoME.com))**

Chief Executive Officer/Founder, March 2009 – present

- LEED Consulting: [LEED AP](#): BD + C (Building Design and Construction) and CI (Commercial Interiors). Cal Green Consultant.
- Energy Star Portfolio Manager Analyst for compliance with AB 1103.
- Providing analysis of building energy consumption and recommendations to reduce and control energy demand. Provide retrofit services.
- Part-time CFO, providing financial statement analysis, cash flow modeling and strategic development.

#### Accomplishments:

[LEED CI](#) – City of Hope, Buenaventura. Silver 2011

#### **New Millennium Homes, LLC ([www.NewMillenniumHomesllc.com](http://www.NewMillenniumHomesllc.com))**

Chief Financial Officer, Vice President, February 2003 – June 2013

Corporate Controller, February 2002 – 2003

#### Accomplishments:

- Instrumental in providing financial costing analysis to the Board of Directors resulting in a net gain of \$235M in cash flow for a master planned community called "The Oaks of Calabasas". ([www.TheOaksofCalabasas.com](http://www.TheOaksofCalabasas.com)). Annual home completions over 100 homes.
- Implemented financial controls, product and offsite cost budgets, variance analysis and metrics.
- Developed cash flow model to drive business strategies, borrowing levels and performance goals.
- Managed cash investments of up to \$100M.
- Successful in negotiating construction defect claims with homeowners, two layers of General Liability insurance (OCIP) and two HOA's.
- Oversaw expansion of company's Timberline software system to integrate into three other programs.
- Established HR department and played a significant role in growing the company from 11 to 50+ employees, including hiring, training, firing and layoffs.
- Supervised Accounting, Purchasing and Internal Sales and Escrow departments.
- Managed and resolved Operational, Customer Service and Sales issues with sub-contractors, home buyers and homeowners.
- Developed additional sources of revenue via "Participation Agreements" and 3<sup>rd</sup> party relationships
- Assisted CEO in the development of the marketing campaign.

#### Responsibilities:

- Reported directly to the CEO and the Chairman of the Board.
- Responsible for all interface with insurance companies, counsel and homeowners in regards to construction defect claims.
- Responsible for preparation of monthly Board financial package and year end audited financials.
- Negotiated the transition of common areas from Developer to the HOA of The Oaks.

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### **Xavient Technologies ([www.xavient.com/eindia.com](http://www.xavient.com/eindia.com))**

Director of Operations, October 2000 – December 2001

- Responsible for all administrative, operating and sales functions of this IT consulting firm.
- Prepared monthly and annual operating plans.
- Established all policies and procedures, including review and formatting of all contracts.
- Improved relationship with twenty consultants, including establishing user-friendly intranet site.
- Coordinated recruitment and point of contact for forty Indian IT recruits.

Director of Finance, October 1999 – October 2000, eIndia.com

- Founding team member of this dot.com start-up which focused on the Indian NRI market.
- Involved in strategic decision making as the company grew and as it was later dismantled.
- Set up all financial and accounting systems on Quick books.
- Established and maintained all bank, audit and insurance relationships.
- Prepared financial forecasts and budgets.

### **Wiley & Associates**

Director of Finance, July 1994-May 1998

- Responsible for all accounting functions of this leading edge advertising agency.
- Created monthly analytical financial package by improving Clients and Profits software usage.
- Instrumental in substantially improving the profitability of the Co. through financial analysis.
- Improved banking relationships and negotiated release of guarantee on Line of Credit.
- Negotiated refunds of substantial sums from prior quarterly sales tax payments during audit.
- Instrumental in producing policies and procedure manuals for all departments.

### **Contractors Wardrobe**

Corporate Controller/Vice President Administration, March 1989-July 1994

- Oversaw accounting, personnel, MIS departments for this medium-size manufacturer of mirrored wardrobe doors.
- Involved in management, policy and strategic decision making with President.
- Primary interface with Auditors, Consultants, Bankers and Insurance Broker.
- Developed comprehensive monthly financial reporting and budgeting package.
- Developed policies and procedure manuals for all departments within the Company.

### **Tandon Corporation**

Director of Finance, Director of Plans & Controls, Controller Domestic Operations, General Accounting Manager, Plant Accountant, March 1983 - March 1989

### **Licenses:**

Contractors License B #892673, March 2007

[LEED-AP BD&C](#) (Building Design and Construction) – March 3, 2009

### **Education and Other Professional Activities:**

Pepperdine University, MBA

University of California, Santa Barbara, B.A. Business Economics

Past Instructor – UC Riverside Extension – Economics of Sustainability, Spring 2010, 2011 and 2012

Treasurer, Member Board of Trustees – Mountains Restoration Trust ([www.mountainstrust.org](http://www.mountainstrust.org))

[PCBC](#) 2005 Builder MT Software key panelist.

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