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# Sam Garland

FINANCIAL STRATEGIST

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www.StrategiesWithSam.com (



# **EDUCATION**

Columbia University in NYC Bachelor of Arts

Dean's List

# PROFESSIONAL SKILLS

- **Budget Creation**
- Cash Flow Projection
- Financial Analysis
- Presenting to the Board
- Financial Grant Reporting
- **Actuals Reporting**
- **WC** Audits

#### TECHNICAL SKILLS

- QuickBooks Online
- QuickBooks Desktop for Mac
- Bill.com
- Google Suite
- Canva
- Loom
- Microsoft Programs
- Zoom
- Copper CRM

# LANGUAGE SKILLS

- English
- French
- Spanish (Conversational)

#### **SUMMARY**

Trained as a bookkeeper by a CPA, I've spent 20 years translating numbers into story, helping businesses understand what the reporting is telling them. Most recently, I worked with the programming and development teams, advising on risks and benefits of programming and creating strategy for the growth of the non-profit.

#### WORK EXPERIENCE

Peace is Loud (2012-2025) [Non-Profit Women's Media] Director of Finance

- Managed the closing of accounting books, ensuring accurate and timely financial statements
- Prepared all reporting for our mandated annual audit with external accountants, ensuring compliance with all relevant accounting standards, laws, and regulations; successfully filed clean audits for 12+ years
- Spearheaded systems for moving all finance documents to digital files; instituted cyber security rules for the protection of sensitive data of our vendors, our org, and our clients
- Led and mentored the finance team, fostering a culture of accountability and excellence
- Created the Budget, with input from each Department
- Successfully negotiated lower APR on Line of Credit
- Advised Executive Director on financial risks, developing strategies to minimize losses and maximize returns
- Managed all grant finance reporting, designing systems for data collection from Program Leads and integration into final report
- Reported analytics on forecasting, projections, and cash flow
- Provided financial insights and analysis to senior management to support decision-making and drive business growth
- Led monthly Financial Review meetings with the entire team, sharing financial updates for transparency and educating on **Budgets and Projections**
- Reported quarterly to the Board, presenting Actuals vs Budget, revised Projections and Cash Flow
- Created analytics for each Department Director to track their YTD vs. Budgets
- Wrote team financials guide, as well as internal fiscal policies for decision making and compliance

# Sam Garland

# FINANCIAL STRATEGIST

#### PROFESSIONAL DEVELOPMENT

# **Bank Fraud Training**

Amalgamated Bank (August 2021)

# Managing to Change the World

The Management Center (January 2022)

# Affinity Groups Leadership Training

Authentic Seeds (May - December 2023)

# Remaking the Economy:

Liberating Finance to Build a Better World

Nonprofit Quarterly (November 2024)

# Self Coaching Scholars Program

The Life Coach School (October 2019 - December 2024)

# Tompkins County Restorative Justice Training

Center for Court Innovation (October 2024)

# **OTHER**

- Dual Citizenship
  - USA & Canada
- Experience living in Asia and Europe

# SELECTED WORK EXPERIENCE: BOOKKEEPER & FINANCE MANAGER (2001 - 2019)

Short-term contracts: Originally trained under a CPA to manage their clients, I've spent 20 years with small businesses: creating bookkeeping infrastructure, systematizing operations, and translating financial reports into a narrative of their company's strengths and weaknesses. This wide range of business models included a law office, commercials and documentary film production company, a restaurant, and a soundtrack recording company.

### Fork Films

[Documentary Film Production]

2011 - 2016

- Upgrade data from excel spreadsheets and Google Docs to QuickBooks
- Collect outstanding Receivables
- Generate cost reports by project
- Liaison with accounting office in California

# Primary Photographic

[Film Processing & Retouching]

2011 - 2019

- Review and analyze company finances
- Enter and reconcile all bank and credit card statements, payroll
- Represent company with auditors from Workers Compensation and Disability Insurance
- File quarterly NYS Sales Tax with online system
- Weekly AP and AR

### Intersect

[Website Development for Fashion Industry]

2011 - 2013

- Forecast expenses in QuickBooks for clear picture of cash flow issues
- Build relationships with clients' AP to facilitate collection
- Manage online billing via FreshBooks.
- Finalized books for company sale & merger