



**David M. Thompson, CPA**  
**Partner, Hutchinson and Bloodgood LLP**  
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Dave Thompson has over thirty years of financial management experience in the highly competitive construction industry. His focus includes tax reporting and planning, budgeting, forecasting, market analysis, strategic planning, MIS, cash management and preparation of financial statements. Career highlights include the implementation of cost cutting and collection programs generating over \$1MM in savings and timely cash revenue.

Dave's key managerial strengths and abilities include:

- Audit, review and compilation of financial statements
- Preparation of individual, corporate, partnership, and fiduciary tax returns
- Finance, accounting, control and treasury functions
- Administration of all fiduciary and statutory reporting
- MIS: Accounting SW, databases, spreadsheets, word-processing, critical path scheduling
- Effective relationships with clients, lenders, customers, bonding companies, attorneys
- Overhauling ineffective methods
- Short and long range business planning
- Cash disbursement and collection strategies
- Accounting, office administration, training
- 401K and section 125 cafeteria plan

### Licenses & Certifications

Certified Public Accountant, California

Certificate in Construction, San Diego State University Extension

Construction Industry Technician, NAWIC



"We use H&B in part due to our continuing long-term relationship with Dave Thompson. He has a good handle on the construction industry, has compassion and provides solutions. H&B has integrity. They provide the services needed for our company. Our last CPA was not large enough to handle our needs. I believe that resources are important when dealing with a company our size or larger. H&B has the resources and expertise to meet our needs."

James O'Keefe, VP Operations, Prestige Concrete, Inc.

## Construction Industry Effectiveness and Abilities

- Developed and won acceptance of president, outside counsel and third party counsel for an application for payment which translated complex contract structure to understandable format allowing all parties to the contract to track progress on \$60MM project.
- Guided and directed outside computer consultants to needed changes to custom payroll, accounts payable and job costing application. Oversight increased consultants efficiency reducing excessive billings of \$40,000.
- Analyzed burden rate for insurance, taxes and fringes on payroll. Discovered over \$300,000 of additional income due to excessive burden rate. Reduced burden rate resulted in company being more competitive in the marketplace.
- Streamlined change order function to correct developer charges for non-contracted work. Won cooperation of project managers and superintendents to implement more efficient daily logging. Negotiated change order requests in company's favor. Received payments ranging from \$hundreds to \$thousands for each change that was previously lost.
- Coordinated company efforts to become non-signatory, placated union members, and enabled company to subcontract with specialties not signatory to a union contract. Resulted in lowering costs and improving competitive posture in market place.
- Brought harmony to abrasive relationship between company President and Contractor/Developers resulting in deliberate delay of progress payments. Compromises enabled collection of progress payments totaling over \$500,000.
- Automated manual accounting system, sped-up billing process, prepared financial statements "in-house", increased accuracy and efficiency of job cost costing, billing and overall general accounting procedures.
- Investigated and negotiated amounts owed to heavy equipment lessor owed considerable dollars, uncovering duplicate billings, other lease charges and finance charges. Reduced the amount owed by \$20,000.



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