

DONALD J. WACH

130 Independence Drive ▪ Orchard Park, New York 14127

djwach@verizon.net ▪ www.linkedin.com/in/donaldwach ▪ (716) 308-6316

PROFILE

Community and Business Leader with 15 years of public service and 20+ years of business experience, providing financial and operational leadership with functional responsibility for financial oversight, IT management, and human resources in the staffing and healthcare industries.

BOARD AND NON PROFIT LEADERSHIP

Board of Directors - Harvest House, Buffalo, NY (1998 to Present)
Secretary (2005 to Present); **Development Committee Chair** (2008 to Present)

Currently evaluating the organization's development efforts, donor database, and plans to improve the generation of financial resources in support of the mission of Harvest House. As member of the Website Development Committee, created new website for Harvest House (www.harvesthouse.ws).

Board of Directors - Flying Bison Brewing, Buffalo, NY (2009 to Present)

Currently advising senior management on financial and legal matters relating to continuing operations. Assisted company with a comprehensive analysis of raw material and production costs.

President - Christos Foundation (2004 to Present)

Board of Directors - MBA Alumni Association, Canisius College (1997 to 2003, 2009 to Present)

Loaned Executive - United Way of Buffalo & Erie County (Fall 2007)

Memory Walk Steering Committee Member - Alzheimer Association of WNY (2001 to 2005)

Catechist, Lector, Eucharistic Minister - St. Bernadette Parish, Orchard Park, NY (2001 to Present)

Corresponding Secretary - St. Bernadette Parish Council, Orchard Park, NY (2001 to 2004)

Treasurer - Buffalo Engineering Awareness for Minorities - BEAM (1990 to 1994)

President, Treasurer - Erie County Consortium of Home Care Agencies (1995 to 1997)

Ski Patrol, Shift Leader, Trainer - Buffalo Ski Club, Kissing Bridge (1990 to Present)

Member - Association of Fundraising Professionals, WNY Chapter (2010 to Present)

Coach - Orchard Park Soccer Club, Orchard Park, NY (2004 to 2009)

Graduate - Leadership Buffalo (2008)

Advisory Committee - Computer Technology Programs, Genesee Community College (2006 to Present)

BUSINESS EXPERIENCE

| | |
|--|-----------------|
| <u>CONSULTANT, Buffalo, NY</u> | 2007 to Present |
| Founder / Management Consultant | |
| <u>EGW PERSONNEL SERVICES, Buffalo, NY & Raleigh, NC</u> | 1995 to 2006 |
| CFO (2000 to 2006) | |
| Treasurer (1995 to 2006) | |
| <u>EGW HOME CARE, INC., Buffalo, NY</u> | 1990 to 2000 |
| President (1995 to 2000) | |
| Vice President (1993 to 1995) | |
| IT / Office Manager (1990 to 1993) | |
| <u>HSBC (MARINE MIDLAND BANK), Buffalo, NY</u> | 1982 to 1990 |
| Associate Vice President (1988 to 1990) | |
| Applications Programmer (1982 to 1988) | |

CAREER HISTORY

CONSULTANT, Buffalo, NY

2007 to Present

Established a management consulting firm to serve not-for-profits and businesses across western New York. Identified and recommended productivity, workflow and staffing improvements through the analysis and proper application of enterprise software.

- Reviewed enterprise software and operating procedures at Weinberg Campus to improve employee scheduling, medical billing and documentation, payroll processing, and IT security.
- Started an initiative to promote products through social networking for Flying Bison Brewing.
- Developed customized Excel spreadsheets to automate financial calculations for a used car fleet financing company.

EGW PERSONNEL SERVICES, Buffalo, NY & Raleigh, NC

1995 to 2006

Chief Financial Officer (2000 to 2006)

Treasurer (1995 to 2006)

Responsible for corporate financial control, information technology, human resources, and legal aspects of business and procurement for this \$25 million corporation.

- As Trustee for company 401K, expanded investment options available and lowered charges while fund grew to \$1.6 million.
- Developed and implemented strategic business plans, create and track operating budgets, payroll as well as accounts payable/receivable
- Initiated company-wide budgeting and business planning.
- Revamped internal Worker's Compensation control process and improved provider reviews.

EGW HOME CARE, INC., Buffalo, NY

1990 to 2000

President (1995 to 2000); **Vice President** (1993 to 1995); **IT/Office Mgr** (1990 to 1993)

Full P&L responsibility for 80 external personal care aides and nurses with a staff of 10 professional and administrative support personnel.

- Negotiated contracts with multiple home healthcare providers, Hospice providers, Erie County Department of Social Services, Senior Services and CASA.
- Automated the service scheduling, billing, and payroll process with purchase of Home Health Care enterprise software and hardware. Provided first response system support.
- Designed and implemented methodologies to comply with state mandated Cost Report, optimizing Medicaid home health care reimbursement rate approval.
- Negotiated private sale of EGW Home Care Inc. maximizing owner value, while maintaining employment for external and internal employees, with minimal disruption of care to our clients

HSBC (MARINE MIDLAND BANK), Buffalo, NY

1982 to 1990

Associate Vice President - Operations Division (1988 to 1990)

Applications Programmer (1982 to 1988)

EDUCATION AND CERTIFICATIONS

CANISIUS COLLEGE, Buffalo, New York

MBA / Bachelor of Science - Economics and Finance

Fundamentals of Fund Raising, Canisius College, 2008

Leadership Analysis Seminar, Hillsdale College, 2007

Grant Writing Workshop, The Nautilus Group, 2007

Certified Staffing Professional (CSP), American Staffing Association, 1998

Dale Carnegie Public Speaking Course, 1985