

**SENIOR MANAGEMENT EXECUTIVE**  
**General Management...Operations...Marketing...Finance...Administration**

**SUMMARY**

Significant management experience in all major areas of business including administration, operations, marketing, finance, strategic planning and project development. P&L responsibility for multi-unit, company...managed hi-tech operations for defense contractor...senior level finance/administrator for college. Unique ability to provide innovative solutions to financial, organizational, operations and marketing situations improving market share, internal efficiency and profitability.

Achievement oriented executive with expertise in small to midsize start-up, turn-around and rapid expansion opportunities with high level of analytical skill in the recognition and solution of complex problems, and in adapting to new situations. Outstanding reputation as an organizer and leader who never fails to achieve company goals with solid contributions to bottom-line results.

**CAREER PROFILE**

**The Douglas Rogers Group, LLC t/a Core Commercial Capital**

**1995-Present**

President/Chief Executive Officer

Founded and developed The Douglas Rogers Group to provide assistance to companies in all aspects of strategic planning, commercial mortgages, commercial financing and restructuring. In 2002 also added a residential mortgage banking operation (under the name of Dream House Financial, LLC). The following is a partial list of representative projects for industry.

- Developed comprehensive commercial mortgage financing utilizing a variety of niche banks and lenders for business owners and investors nationwide
- Developed full service residential mortgage company closing loans for AAA, A- and subprime borrowers, Fannie Mae, Freddie Mac, jumbo/super-jumbo, investment property, self-employed
- Established stringent quality control program to insure against fraudulent practices
- Closed an average of \$15M - \$20M Commercial loans per year
- Engineered turnaround for specialty manufacturer; obtained refinancing of owner's mortgage; negotiated settlements for unsecured, secured, IRS debt; reduced overhead costs; improved operating efficiency; identified marketing weaknesses

**The King's College**

**1988-1995**

**Senior Vice President/Chief Financial Officer**

1992-1995

**Vice Chairman, Board of Trustees, Chairman, Finance Committee**

1988-1992

Financially struggling four year private liberal arts college consisting of 400 students and 70 faculty/staff members with an operating budget of \$7 million. In 1992 acquired new campus in Warwick, New York with the expectation of selling the current campus.

Responsibilities included restructuring all debt, negotiating with the prospective purchasers of the current campus, sale of equipment and real property, and managing internal operations. Served as key member of President's cabinet, liaison to Board of Trustees and legal counsel. From 1988 to 1992, served on the Board of Trustees as Vice Chairman, Chairman of the Finance Committee.

- Represented the College in all outside negotiations and meetings as well as directed all internal non-academic departments supervising a staff of 40.
- Supervised negotiations with major banking institution which led to refinancing \$12.5 million in mortgage debt.
- Implemented stringent fiscal controls, reducing operating costs by \$1.8 million.
- Directed negotiations with creditors resulting in improved relationships and settlements up to 60%.

- Negotiated \$850,000 in concessions from creditors for the sale of the campus.

**Mariscott-Douglas, Inc.**

**1979-1992**

**President/Chief Executive Officer**

Founded and developed a multi-location environmental contracting/service company performing hazardous waste clean-ups, nuclear decontaminations, radiation safety surveys, asbestos abatement and renovations throughout the Northeast and Midwest.

Clients included government, Fortune 500, educational facilities and utilities. Successfully conducted business in a heavily regulated and deadline-oriented industry.

- Full P&L, management, marketing, operations, and administration responsibility for all aspects of company, increasing sales from start up to \$5 million with pretax profit exceeding \$800,000.
- Managed a staff of 25 full time employees and over 100 contract and per diem employees as well as overseeing subcontractors in a multi-location, multi-task environment.
- Coordinated and negotiated a large service contract with Con Edison resulting in the award of a \$1.2 million contract later negotiated to \$2.5 million.
- Completed a \$1.2 million 8-story courthouse renovation, with 50 contract workers and 15 subcontractors, in a 90-day mandated period.
- Negotiated a precedent setting regulatory variance with New York City for a ten story boiler asbestos decontamination project.

**Teledyne Isotopes (Subsidiary of Teledyne, Inc.)**

**1970-1979**

**Department Manager, of Radiological Services Department**

A \$3 million wholly owned subsidiary of Teledyne, Inc., a \$2 billion conglomerate. Company offered Nuclear Services to the power plant industry, hospitals, R&D facilities, NASA and Department of Defense. Primary responsibilities included departmental P&L, sales and marketing, public relations and operations.

- Improved sales from \$300,000 to \$1.2 million increasing pre-tax profits from break-even to \$150,000.
- Performed gas chromatographic techniques at the Nevada Test Site to analyze radioisotopes in air samples taken from the vicinity of nuclear tests.
- Restructured entire pricing policies improving profitability by 25%.
- Served as team member which provided NASA alternatives for decommissioning a nuclear reactor.

**EDUCATION**

MBA, Finance, Fairleigh Dickinson University, 1979

BS, Management Science, Fairleigh Dickinson University, 1975

**PROFESSIONAL AFFILIATIONS**

Board Chair, Ambassador Christian Academy

Co-Chair, Citizen's Alliance (NJFPC)

Monmouth-Ocean Development Council (MODC)

Jersey Shore Chamber of Commerce

NJ Turnaround Management Association