

NANCY SCOTTON, CPA

FINANCIAL MANAGEMENT EXECUTIVE

EXPERT IN TEAM BUILDING AND FINANCIAL OPERATIONS

Results-oriented senior management professional with the reputation of a goal-oriented visionary and effective leader. Expertise in reorganizing, streamlining and strengthening financial operations to maximize performance and profitability. Respond to operational and financial challenges with confidence, determination and focus. Core competencies include:

- Financial reporting & analysis
- Internal controls
- Tax operations
- Staff training & development
- Accounting policy
- Investor relations

PROFESSIONAL EXPERIENCE

GOLDPOINT PARTNERS (f.k.a. New York Life Capital Partners), NY, NY

2003 – Present

Chief Financial Officer

Lead a team of thirteen charged with all aspects of accounting, operational, tax and financial reporting for a private equity firm with assets under management totaling \$9 billion. Key roles and results include the following:

- Strategist and key member of management with extensive knowledge of infrastructural operations for private equity funds
 - Drive process transformation with the in-house team to ensure the effective day-to-day maintenance and internal controls around the funds' private equity, mezzanine, fund-of-funds, separate account's investment and management company accounting including updates to proprietary models for calculations of performance returns, incentive, and limited partner and general partner financial and tax allocations.
- Highly technical tax and financial reporting leader
 - Develop strategies and empower team members to develop specialized knowledge to manage the impact of constant emerging accounting, tax and regulatory developments.
- Spokesperson for the financial results of the fund
 - Direct the alignment of financial data, tax review and related analysis for fund raising activities and communication with U.S., non-U.S. And prospective investors including addressing and resolving questions in interpreting the financial and tax results of the funds.
 - Lead financial performance and related accounting policy discussions including on-the-spot resolution of challenges expressed by the independent C-suite during semi-annual board and audit committee presentations.
- Key senior collaborator
 - Design and engineer channels of communication with internal and external legal and tax counsel to ensure best drafting of terms for investment and investor legal documentation as well as with existing multifaceted partnership agreements.
- Manager of revenue growth and cost containment
 - Formulate, implement and monitor financial projections for assets, revenue and expenses including forecasting of sales and the management of headcount for a cycle of four years.
- Significant Accomplishments
 - Day one assessed and addressed key operational problems, redesigned goals and responsibilities including solely creating and executing the design of a financial organization across four operating teams that exceeds the business objectives required to service AUM growth of \$8 billion and a 15x increase in the number of investors.
 - Development and roll out of an in-house tax function saving half a million dollars annually in professional fees.
 - Added over \$300 million to surplus of the insurance company as a result of strategic management of financial reporting from sponsors.
 - Instrumental in recent gain of a new client committing \$150 million across two GPP funds.
 - Redesigned fund reporting to the parent saving five hundred hours of team work per month.
 - Develop, steer and direct internal control processes resulting in consecutive top (1) ratings by internal audit
 - Drive internal cost leadership including charge back of expenses to identified sources resulting in close to one million dollars saved.
 - Renegotiation of existing contracts with professional service providers resulted in completion of 30% in additional services without additional costs incurred.

PRICEWATERHOUSECOOPERS, New York, New York**1998 – 2002***Senior Manager*

Full-time sole engagement manager for a top private equity tax client of pwc managing over 3 million in annual tax service revenues.

- Restructured pwc tax engagement team resulting in a 100% increase in annual revenue.
- Led and professionally developed a 12 person engagement team to efficiently complete over 20,000 billable client service hours.
- Acted as liason between pwc specialty groups to develop and market an expanding array of tax and technology products.
- Co-authored, "Foreign Reporting Requirements of Offshore Funds" for Journal of Taxation of Investments.
- Coordinated with outside legal counsel and transaction services team to identify tax implications of new structures and investment activities.
- Analyzed partnership agreements and private placement memorandums to identify structural, federal, state and local tax implications for private equity partnerships.
- Reviewed several dozen federal, state and local partnership tax returns.
- Lead, organized and created presentations to client to detail aspects of private equity taxation.
- Assessed staff training needs and acted as instructor at annual staff training sessions.

Ernst & Young, New York, New York**1996 – 1998***Senior Tax Associate*

- Supervised engagements for clients in the hedge fund, media and entertainment industries.
- Employed tax technical and computer skills to research diverse tax issues.
- Consulted clients regarding tax planning opportunities.

Goldstein, Golub, Kessler, New York, New York**1990 – 1995***Tax Associate (1992 – 1995)**Intern (1990 – 1992)*

- Reviewed and prepared tax returns and research memorandum for individual, partnership and trust and estate clients.
- Consulted individual clients on various facets of tax planning.

EDUCATION & CERTIFICATION**Pace University***Masters of Science in Taxation (Summa Cum Laude)***City University of New York - Brooklyn College***Bachelor of Science in Accounting (Magna Cum Laude)***Certified Public Accountant (New York)**