

# Eric Fehr

**Aligner of Purpose, People, and Process | Chief Accountability Officer | Skilled Sailor | Fish Out of Water**

Englewood, CO 80113

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(608) 628-8798

A high-performing non-profit leader with 15+ years of proven experience managing all aspects of finance, accounting, administration, and organizational leadership. Directed business transformations in multiple organizations transforming their operations and maximizing their growth and impact. Proven ability to build, implement, and maintain effective processes and procedures to ensure day-to-day operational excellence.

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- C-Suite & Board Reporting Experience ● Manage All Personnel-Related Functions
- Long-Term Business Planning & Forecasting ● High-Performing Team Leadership
- Annual Budget Development & Oversight ● High-Level Communication Skills
- Lead Accounting and Financial Reporting ● Expert in Quickbooks & Microsoft Office Tools

Willing to relocate: Anywhere

Authorized to work in the US for any employer

## Work Experience

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### **Chief Operations and Financial Officer**

Colorado Rapids Youth Soccer Club - Aurora, CO

March 2019 to Present

Directed the nation's second-largest soccer club from a negative cash position to a \$1M+ post-pandemic surplus

- Led all administrative and financial activities for an \$18+ million organization with over 11,000 individual members, 70+ employees, and 400+ contractors in five locations along the Colorado Front Range
- Effectuated and enforced financial, operational, and budget policies leading the organization out of a negative net cash position and outperforming budgeted net operating income by nearly \$200K in 2019
- Planned and executed financial strategy to successfully absorb a 33% reduction in revenue due to COVID-19, reducing operational expenditures by \$4M without cutting headcount or staff compensation
- Raised nearly \$3.5M in capital from public and private sources, including negotiating a \$1M line of credit, and invested \$1M+ in a capital project to build capacity and provide year-round playing opportunities
- Direct organization's endowment fund valued at over \$1.1M aimed at investing in programs for underserved Latino communities and administered scholarship program delivering \$250K+ annually
- Negotiated and implemented organization-wide upgrades, including new payroll, H.R., and accounting systems, new benefits programs, a matching 403b retirement plan, and new banking relationships

### **Chief Executive Officer**

Highlands Ranch Aquatics Club, Inc. - Highlands Ranch, CO

April 2013 to August 2018

Led organization on the brink of insolvency to become one of the top 5% highest-performing clubs nationally

- Directed all aspects of the nationally recognized program, successfully executing a brand rehabilitation, expanding membership, and placing the organization in a sustainable long-term financial position
- Increased operating reserve nearly 14-fold by producing and overseeing short- and long-term budgets, identifying best practices to improve internal systems with an eye toward future needs and budget realities
- Grew total revenue by more than 230% and doubled membership by executing strategic marketing plans and building revenue-generating capacity by developing relationships with external stakeholders
- Boosted fundraising by over 400% and funded an annual scholarship by directing three fundraisers and five special events annually, each with over 1,000 attendees and requiring coordination of 100+ volunteers
- Awarded Colorado Coach of the Year by fostering a team-oriented culture centered around integrity, cooperation, and continuous improvement; and recruiting, hiring, and supervising a high performing team

### **Director of Business Operations**

Circuit of The Americas LLC - Austin, TX

May 2011 to March 2013

Opened the first purpose-built Grand Prix racing facility in the U.S. and the premier live music venue in Austin

- Awarded "Sports Event of the Year" by SportsBusiness Journal for the inaugural Formula 1™ United States Grand Prix by partnering with senior management to develop budget plans and financial strategies
- Led the successful bid to host the ESPN Summer X Games, producing the bid application in less than four weeks and requiring collaboration across internal functional teams and with city and state agencies

### **Assistant Coach**

University of California - Santa Barbara, CA

July 2007 to July 2010

Transformed a regionally recognized NCAA Division I athletics program into a nationally-ranked power

- Achieved the program's first-ever national ranking (men) and highest-ever national finish (women) by creating a new strategic vision and embedding the strategy through effective communication
- Won four Big West Conference team championships through the implementation of a solid team-oriented, goal-oriented culture enabling the head coach to sweep Coach of the Year awards in 2008 and 2010

### **Assistant Coach**

The University of Wisconsin - Madison - Madison, WI

July 2003 to May 2007

Implemented strategies leading to the most successful ten-year run in program history

- Developed a world-class culture producing two Olympians, including 2004 Athens Olympic Gold Medalist, three U.S. National Champions, five members of U.S. National Teams, and over 40 NCAA All-Americans
- Transformed recruiting strategy by profiling, targeting, and proactively communicating with prospects resulting in both women's and men's teams achieving their highest ever national rankings

### **Analyst**

Norwest Venture Partners - Palo Alto, CA

August 2000 to June 2003

Performed critical analyses enabling a leading Silicon Valley V.C. firm to expand during the dot-com bust

- Provided actionable insights to partnership resulting in Senior Managing Partner Promos Haque being named the #1 venture capitalist by Forbes Magazine based on fund performance over the previous decade
- Developed complex financial models allowing the partnership to evaluate new capitalization structures securing funding for over 20 companies during the economic downturn

## **Financial Analyst**

Deutsche Bank - Baltimore, MD

August 1998 to July 2000

A vital member of the Global Investment Banking Division, Media & Telecommunications Group

- Led the underwriting of a \$369M secondary offering for Pinnacle Holdings Inc., producing detailed financial models, investor presentation materials, and performing industry and company due diligence
- Created and standardized new comparative company analysis models, including the identification of crucial strategic performance metrics for publication across the entire global industry group

## Education

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### **M.B.A. in Business**

The University of Texas at Austin - Austin, TX

August 2010 to May 2012

### **B.Sc in Biology**

University of North Carolina at Chapel Hill - Chapel Hill, NC

August 1994 to May 1998

### **B.A. in Public Administration**

University of North Carolina at Chapel Hill - Chapel Hill, NC

August 1994 to May 1998

## Skills

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- Financial Modeling
- Financial Analysis
- Forecasting
- GAAP
- Strategic Planning
- Budgeting
- Financial Report Writing
- Financial Management

## Links

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<https://www.linkedin.com/in/erfehr>