

## DANIEL H. GLICK

### PROFFESIONAL EXPERIENCE

Mr. Glick has acted as an advisor to the executive management of a large food manufacturer since 2017 and has recently been appointed as Chief Executive Officer of that company, Haliburton International Foods, Inc.

1986 – October 2020 (including Predecessor Companies): Glick Financial Solutions, West Hills, California

*Principal: Daniel H. Glick*

Provides advisory, negotiation and financing services to small and middle market businesses requiring turnaround, growth, acquisition, or divestiture guidance. Focus is on multi-generational family owned businesses, partnerships, and independent finance companies. Works in all industries with specialty niche in advising and financing Specialty Finance companies, consumer products, food products and technology. Principal performs or directs analysis, valuation and underwriting of all deals before presentation to potential lenders and investors. Operations are within North America.

Principal has directly managed a small portfolio for investors in small asset-based loan participations with commercial finance companies as well as direct loans to business yielding higher than market rate secured returns.

Financing arranged for senior debt, subordinated debt, and equity.

Principal experienced in lender, investor and vendor/trade negotiations using the tools of bankruptcy, assignment for the benefit of the creditors, if necessary, to create the time and space required for a turnaround or restructuring to take place.

Principal employs a constant use of organizational development to facilitate organizational change creating an environment of constant, continuous improvement. Development of client executives and line employees is a key skill of the Principal.

Principal has the direct experience and ability to work deeply within a manufacturing environment creating operating efficiencies, setting metrics of performance, maximizing plant output and labor management, and increasing gross profit margins.

Principal serves as an expert witness and financial fraud investigator. Clients are typically investors, lenders, and attorneys.

Principal directs all advisory assignments working with client management, staff, attorneys, accountants, and other third-party stakeholders to facilitate the success of the client.

A list of representative transactions can be found at the Glick Financial Solutions website, [www.glickfs.com](http://www.glickfs.com).

*Managing Director (Predecessor Company)*

Co-founder and Managing Director of a Corporate Advisory/Finance firm. Raised and arranged over \$150 million of debt and equity. Provided advisory and financing services to over 120 companies with deal sizes ranging from \$500,000 to \$70 million. Deal Exposure in virtually all industries, from manufacturing to retail. Performed all analysis and underwriting of all deals before presentation to potential lenders. Managed staff as well as clients, their professionals, and staff, to ensure the completion of the transaction.

Specialty niche providing financing and advisory services to Asset Based Lenders, Factors and Specialty Consumer and Commercial Finance Companies.

Member of the Board of several clients. Operated on a national basis.

1985 – 1986: CCB Business Credit, Inc. Pasadena, California

*Senior Vice President, Director of Marketing*

- Directly sourced, analyzed, structured and funded deals ranging in size from \$1MM to \$8MM with totals exceeding \$76 million in new business within seven months. Deals were direct loans and syndications both bought and sold. Managed new business and syndication process.
- Voting member of a three-person Credit Committee, \$8 million credit authority with one concurring member.
- Directed and managed staff of Business Development Officers and Field Examiners.
- Responsible for annual loan portfolio reviews.
- Trained Loan Administration in portfolio fraud detection techniques and recovery.
- Wrote sales memorandum to sell loan portfolio and outplace employees upon failure of bank parent in Canada. Successfully closed transaction with CoreStates Bank May 1986.

1981 – 1985: BarclaysAmerican Business Credit, Inc. Los Angeles, California

*Senior Vice President, Business Development, Loan Administration Liaison*

- Responsible for new product development and training of new Business Development Officers.
- Developed National Telemarketing Program. Hired and trained prototype employees.
- Business Development Officer- Funded in excess of \$30 million in new business per year. Deals size ranged from \$1 to \$5 million.
- Business Development Officer Trainee

1979 – 1981: U.S. Bancorp Financial, Inc. Los Angeles, California

- Loan Workout Specialist/Fraud detection/ Outplacement and Liquidation.
- Loan Officer-portfolio size approximately \$25 million in 16 loans.
- Assistant Loan Officer
- Field Examiner/Due Diligence Specialist/Accounts Receivable Clerk

## EDUCATION

1975 – 1976 University of Oregon, Eugene, Oregon  
*Business Administration, Management*

1976 – 1980 California State University at Northridge, California  
*B.S. in Business Administration, Management (Areas of special interest: Finance, Organizational Development, and Conflict Resolution)*

*Certificates: Barclays American Business Credit Training Program: Advanced Sales Skills/Advanced Negotiating Skills*

## COMMUNITY DEVELOPMENT

Past Guest Lecturer and mentor at Chaminade College Preparatory High School, West Hills, California for the Business/Economics Department's Entrepreneurial Program.  
Past Election Voting Place Volunteer

Co-Founder of Better For You (Better 4U) Meals, Commerce, California. Company serves fresh breakfast, lunch, dinner, and snacks to K-12<sup>th</sup> grade school children in California and Arizona. The meals are cooked in our plant and delivered fresh twice daily by our fleet of green vehicles. The company proudly serves over 100,000 meals each regular school day.

Supporting Student Education in the arts, theatre, and associated trades through the Center Theatre Group in Los Angeles, California.

Past Sponsor of California State Northridge's NPR weekly radio program focused on family owned businesses in the surrounding community.

Past Youth Track Coach (Age Group Head Coach 5 – 11 year old's, coed), LA Parks and Recreation, Valley Youth Conference, (Valley Raiders), Encino, CA.  
Deans Advisory Board-CSUN Business School-Family Business Advisory Counsel.  
Past Manager of West Valley Wolves Travel Ice Hockey Teams, Southern California Amateur Hockey Association (SCAHA).  
Past Scorekeeper/Scoreboard, Beach City Lightning, CAHA and SCAHA certified on ice official  
Multi-year volunteer at LA Marathon.

## References

Professional, and personal references available upon request.