

JERRY TOWNSEND



**BOARD MEMBER, UHY – INT
MIDWEST REGIONAL MANAGING
PARTNER, UHY LLP
PRESIDENT, UHY ADVISORS MO, INC.**

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MANUFACTURING & DISTRIBUTION EXPERTISE:

- Audits, Reviews & Compilations
- Financial Reporting Assistance
- Agreed Upon Procedures
- Financial Forecasts
- Business Formation & Entity Structuring
- LIFO Analysis & Computation
- Financial & Operational Due Diligence
- Financial Modeling
- Cash Flow Projections
- Internal Controls Review & Design

ACTIVE PROFESSIONAL MEMBERSHIPS:

- American Institute of Certified Public Accountants (AICPA)
- Missouri Society of Certified Public Accountants (MOCPA)
- Illinois Certified Public Accountants Society (ICPAS)
- American Production and Inventory Control Society (APICS)

ACTIVE LEADERSHIP ROLES:

- UHY International – Board of Directors
- UHY International – Audit SIG Chair
- YMCA of the Ozarks – Board Member; Past Board Chair

PROFESSIONAL EXPERIENCE:

Since 1987, Jerry has provided his financial insight and leadership to UHY. He has significant M&A experience on both the buying and selling side, with specific expertise working alongside entities with international operations.

Jerry's main industry focus is with privately-held companies. He has co-led Missouri's Manufacturing and Distribution Services Group since 2000. His work with manufacturers has provided him with knowledgeable insight on product costing and inventory accounting and valuation.

Jerry is also a member of the firm's International Board of Directors.

PROFESSIONAL ACCOMPLISHMENTS:

- Assisted executive management and ownership in developing management reporting tools, customer contract modeling, debt refinancing and international expansion
- Developed costing models that support pricing decisions that helped double the revenues of a company
- Assisting businesses with generational transitions
- Assisted management with the accounting and integration of acquisitions along with positioning companies for sale.

BACKGROUND:

- Licensed CPA in the state of Missouri, Illinois, and Louisiana
- B.S. in Accountancy, University of Missouri – Columbia
- Leading Professional Service Firms – Harvard Business School
- Joined the firm in 1987

THOUGHT LEADERSHIP:

- "Utilizing Succession Planning as a Tool to Tackle the Skilled Labor Shortage" *ISE Magazine (Sept 2017)*
- Numerous speaking engagements and articles addressing cybersecurity, risk management, succession planning and the future of auditing

“WORKING WITH ADVISORS LIKE JERRY AND HIS TEAM IN THE US, AND THE WIDER UHY MEMBER FIRMS IN THE NETWORK, I KNOW WE ARE IN GOOD HANDS...THEIR LOCAL KNOWLEDGE IS CRITICAL FOR US.”

-Rob Ludwig, VP and CFO,
Sunnen Products