

## Scott A. Kanter, MSA

Salt Lake City, Utah  
Scott@Kantercfc.com  
781-636-8696

<https://www.kantercfc.com/>  
[www.linkedin.com/in/scottkantercpaevpn /](http://www.linkedin.com/in/scottkantercpaevpn/)

### EDUCATION

CPA – 30 years – retired license in 2013

MSA, Northeastern University, Boston, MA

BS, Economics, University of New Hampshire, Durham, NH

### PROFESSIONAL EXPERIENCE

**Comprehensive Financial Consulting, LLC** - Park City, Utah

**2019–present**

*Financial business consultant*

- Small and medium sized businesses and their owners
- Associate of Dr. Kanter Consulting, LLC - Sarasota, FL
  - Behavioral Health Financial Business Consulting

**Comprehensive MedPsych Systems, Inc. (CMPS)** - Sarasota, Florida

**2016 to 2018**

*Behavioral & psychological service company operating in 3 states with 15 offices.*

**Chief Financial Officer, Billing Director and Acquisition & Disposition Transition Team Leader**

- Increased revenues from \$5MM to \$14MM through strategic growth and acquisitions.
- Grew EBITDA by \$1M over three years
- Negotiated the sale of the company and an increase in the EBITDA multiple
- Created over \$1MM in equity by acquiring a 10,000 sq ft building to avoid escalating rental market
- Established and managed billing staff of 15, increasing cash flow, decreasing bad debts and reducing accounts receivable from \$1.8MM to \$800M
- Coordinated legal, bank, equity, insurance, and real estate teams and negotiated key vendor agreements
- Designed bottom-up budgets and forecasts to ensure profitability metrics & departmental accountability.
- Created integrated financial cash flow and ROI models with dynamic inputs to facilitate “What if?” scenarios.
- Established Corporate Mission/Value Statements, designed Organizational Chart, Functional Operational Flow Chart and Standard Operational Processes and Procedures.
- Provided executive management team counseling and financial and business guidance.

**Sawyer Realty Holdings LLC – Needham, Massachusetts**

**2006 to 2016**

*East Coast Real Estate Investment and Management Company*

**Executive Vice President of Finance - Real Estate Division**

- Provided strategic financial, accounting and tax advice as part of an executive management team during a period of rapid expansion and subsequent disposition from a \$100MM to \$3.5B of assets.
- Directed financial and operational M&A activities; negotiating contracts, integrating acquired and managed portfolio properties and performing target acquisition due diligence and valuation modeling.
- Reviewed and developed business models, strategic plans and projections for new and legacy projects
- Provided liaison reporting activities between the owner, investors and lenders.
- Managed the accounting department and reviewed all financials, budgets and reports
- Coordinated annual financial statements, provided strategic tax advice with outside CPA firm

**Executive Vice President of Finance - Restaurant Group Division**

*Massachusetts Restaurant Group – The Neighborhood Restaurant Group/Good N U*

- Managed the acquisition, design, operation, & financial reporting for the expansion from 1 to 5 restaurants with revenues increasing from \$2MM to \$11MM.
- Realized increased margins and profitability by optimizing sales, marketing, operations and administration.

**Executive Vice President of Finance – Lending and Collections Division**

*Massachusetts Lending Company – Lincoln Finance Company LLC*

*Maryland Collections Company – Ewrit Filings LLC*

- Operated all phases of a financing company relating to construction, mezzanine and home equity financing including loan structuring, borrower qualifications, operational due diligence, asset management & collections in generating \$1.5MM in profits and yielding 19% ROC.

**Certified Public Accountant – Partner - Local Boston Massachusetts Firms –**

**1986 to 2006**

- Provided tax, accounting, estates & trusts and financial consulting to small and medium sized closely held companies and their owners and families.

**Financial Executive & Trustee – Family Estate and Back Office Operations**

**1996 to 2018**

- Trustee and Financial Manager - 14 multi-generational Trusts with assets over \$60 Million

**Real Estate Developer – 10 Walgreens Stores in the New England Area**

**1986 to 1996**

- Provided equity, financial and business advice as a partner in real estate development partnerships

**INTERESTS**

Mountain Climbing: Matterhorn, Denali, Everest, Mt. Kailash, Europe, Canada

Skiing, Endurance Biking