

Donald Nunnari

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Summary

Expertise in Commercial Finance with a specialty in guiding small and mid size, closely held companies, through available financing options by assessing cash flow needs essential to the growth of the business. Career has spanned over 40 years learning accounting receivable finance from the ground up with industry leading firms. Expertise in Factoring , ABL Lending, and Purchase Order financing with thorough understanding of standard lending contracts, including financing terms and rates.

Areas of Expertise

- AR Management & Collections
- Verification
- Factoring
- Purchase Order Financing
- ABL
- Cash Flow Analysis
- Negotiations
- Subject Matter Expert
- Staffing Resource
- Apparel Factoring
- Apparel Asset Based Lending
- Factoring Accounts Receivables

Relevant Professional Experience

President, CEO

October 2018 to Current

Flintridge Financial Solutions, LLC — La Canada, CA

- Founder and President of financial services firm providing loan brokering for small businesses
- Specialize in AR & Collections management, Factoring, Purchase Order financing and ABL.
- Offer verification and collections services to Factors and ABL firms
- California Finance Brokers license #60DBO81014
- www.flintridgefin.com

Executive Vice President, Western Region Manager

March 2004 to October 2017

Merchant Factors Corp (and affiliates) — Los Angeles, CA

Established *de novo* west coast regional office for New York based family owned Factor.

- Originated over 300 clients with emphasis on small closely held businesses, including start ups.
- Built factoring volume of \$300,000,000 with a team consisting of five professionals and two support staff.
- Collaborated with accountants representing business owners seeking working capital solutions
- Customized loan structures including pricing, maturity, collateral, guarantees, subordination agreements, etc.
- Partnered with outside counsel on negotiation and execution of documentation.
- Staff sourced ABL and Purchase Order financing opportunities for referral to the NY office

Senior Business Development Officer

June 1989 to March 2004

HSBC Business Credit (formerly Republic Factors) — Los Angeles, CA

- First business development officer recruited for the Los Angeles Office
- Originated and closed over 150 new to the firm, factored clients
- Collaborated with accountants representing business owners seeking working capital solutions
- Customized loan structures including pricing, maturity, collateral guarantees, subordination agreements, etc.
- Partnered with outside counsel on negotiation and execution of documentation

Academic Background

BBA : Finance

St Bonaventure University — Olean, New York

Subject Matter Expert

- 2015 - Current Instructor and Guest Lecturer - Fashion Institute of Design & Merchandising

- Expert Trial Witness - Factoring
- Expert Panelist - AIMS 360
- Expert Panelist - Sourcing @ MAGIC

Organizations

- Member Commercial Finance Association
- Member International Factors Association
- Executive Board Member & Treasurer (2012-2016) - Fashion Business Incorporated
- President (1995) - Textile Professional Club

Awards

- 2016 - Humanitarian of the Year (Co-Honoree)- National Jewish Health

Personal Information

- Married with two sons and three grandchildren
- Tennis
- Travel
- Photography