



Robert Dixon

Partner

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Bob Dixon is a tenured financial management executive, having served as CFO or COO for a variety of companies. Since 1998, Mr. Dixon has served as Chief Financial Officer, typically two or three days a week as interim, part-time, or for special projects, in an array of industries such as manufacturing, high tech, importing and distribution, professional services, and non-profit organizations

Throughout his experience in senior financial management, Mr. Dixon has established three, five, and 25-year Business Plans, raised capital for equity and bank credit, guided mergers including due diligence, introduced financial reporting and control systems, created costing systems and product pricing models, negotiated leases and economic incentive packages, restructured 401(k), stock option and other incentive packages, and revitalized accounting departments by implementing new software, reorganizing personnel, hiring, and training. Mr. Dixon currently serves on the Board of Directors for the Community Resource Council of Central Prison in Raleigh and on the Board of Advisors for Stop Hunger Now in Raleigh.

Mr. Dixon holds a Bachelor's degree in Economics from Emory University, where he was a member of the Phi Beta Kappa Society. He also had advanced studies in a Ph.D. program in Economics at Columbia University as a Fellow of the Faculty on full academic scholarship. Mr. Dixon was certified by the Institute of Management Accountants with a Certified Management Accountant (CMA) certificate.

Professional Career Highlights:

- From 2007 to 2009, Mr. Dixon served as the CFO for two companies within Blackstreet Capital in Washington D.C.
- From 1998-2005, Mr. Dixon was a partner at Tatum CFO Partners where he served as the CFO and COO for a variety of companies.

- From 1993 to 1997, Mr. Dixon was the CFO and COO of North Atlantic Trading Company (NATC), an importer and international distributor of cigarette paper and tobacco products, formed as a leveraged buyout of a \$46 million product line from U.S. Tobacco, Greenwich, CT. He was instrumental in growing the company to a 15-fold increase in stockholder value by doubling EBITDA and reducing debt. He also negotiated the sale of the company in May of 1997, arranging financing through a high-yield public bond and warrants offering for \$199 million.
- From 1980-1992, Mr. Dixon served as the CFO and co-owner of Brown-Rogers-Dixon Co., a leading hardware, carpet, and major appliance distributor, where he purchased and consolidated a number of competitors, reaching \$35 million in sales. The distributor was also the headquarters for an international buying group of fifty appliances distributors with \$200 million in revenues, for which he implemented a computer system, audit, and personnel policies, and selected and trained the Director of Operations and the Director of Accounting.