

## **Richard I. Klein**

Richard Klein is Managing Principal at R. Klein & Associates. The firm provides business and financial consulting services primarily in the not-for-profit sector. Drawing on his deep experience as a trade association CFO, Rick works with organizations to be more efficient and effective in managing resources while working to further their mission. The practice is focused on financial strategies, investments, real estate and contract negotiation.

Prior to forming R. Klein & Associates, Rick was Senior Vice President – Finance and Administration, Treasurer & Chief Financial Officer at the National Association of Manufacturers (NAM). At the NAM his responsibilities included accounting, financial reporting, budget, investments, human resources, information technology, real estate, insurance, facilities and meetings management as well as board relations (Finance and Audit Committees). In his tenure, he helped drive the organizational strategy to achieve the NAM's business goals and objectives, increase member satisfaction and grow annual revenues from \$26M to \$46M.

Prior to the NAM, he was the Chief Financial Officer & Treasurer of the American Council of Life Insurers, a national trade association providing a unified voice for the life insurance industry in Washington DC.

Previously Rick served as Senior Vice President, Finance & Administration and Chief Financial Officer at Global Trade Technologies, Inc., a venture capital backed technology company building an on-line bond trading platform for the securities industry. He was also Chief Financial Officer of the MagnaCom Corporation where he was instrumental in restructuring the company, as well as preparing and leading the sale to its largest publicly traded competitor.

Additionally, he held senior financial positions at Bombardier/Florida Overland Express where he led the financial strategy development work for an international consortium formed to bring high-speed rail and systems to the United States.

Earlier in his career, Rick served as Treasurer of the National Railroad Passenger Corporation (Amtrak) for eight years where he introduced and implemented a lease financing strategy to support the capital structure of the corporation and raised over \$1 Billion in private financing. Rick began his career at the Marriott Corporation working as a Tax Accountant.

Rick holds a Bachelor of Business Administration in Accounting degree from James Madison University in Harrisonburg Virginia and completed the Program for Management & Development at the Harvard Business School. He is a Certified Cash Manager (CCM) and serves on the Financial Planning Board and Audit Committee at the American Speech-Language-Hearing Association.

He lives in Potomac, Maryland with his wife and has two grown children.