

Oakland Unified School District
Committee Application Form

Submit Date: Sep 17, 2015
Status: submitted

Profile

Frank

First Name

Tsai

Last Name

ftsai@me.com

Email Address

Which Boards would you like to apply for?

Audit Committee

[REDACTED]

Street Address

Suite or Apt

Oakland

City

CA

State

[REDACTED]
Postal Code

District 7

What district do you live in?

Mobile: [REDACTED]

Primary Phone

Home:

Alternate Phone

FLG Partners

Employer

CFO Partner

Job Title

Chief Financial Officer

Occupation

228 Hamilton Ave. 3rd floor

Employer's Street Address

Palo Alto

Employer's City

CA

Employer's State

94301

Employer's Zip

4153053197

Work Phone

frank@flgpartners.com

Work Email

Interests & Experiences

Please explain briefly your interest in serving on this committee:

I have a long time interest in education and public service. I served on the OUSD Measure B Oversight committee in 2009-2010. In the past I have been the interim CFO of New Teacher Center and Reading Partners. I also was the CFO for the Pacific School of Religion. I understand schools and the economic. I am currently serving as the CFO of United Way Silicon Valley and an advisor and former interim CFO for the Sundance Institute. The work since 2006 is reflected in an engagement summary that I can provide since I am unable to upload both.

Please indicate your other community involvement (work with public agencies, volunteering, other committees, groups, etc.):

I was a member of the OUSD Measure B Oversight Committee 2009-2010. I served on the board as audit chair of National Community Development Institute. I am an on-call financial adviser for the Inner City Advisers based in Oakland. I am a board member and co-founder and the audit chair of Community Bank of the Bay.

[Tsai Resume 01-13.pdf](#)

Upload a Resume

Submission of a resume is optional. Resumes will not be accepted in lieu of a completed application.

If you have selected to apply to a board with specific requirements, additional questions will appear in the space below.

Demographics

Choosing not to answer any of these questions will not disqualify you from serving.

Asian or Pacific Islander

Ethnicity

Male

Gender



Date of Birth



Socio-Economic Group

Verification

Please indicate your agreement with the following statement

I have reviewed and understand the duties of the Committee to which I am applying. I agree to perform said duties. I certify under penalty of perjury under the laws of the State of California that the foregoing is true and correct.

☒ I Agree *

If you prefer to not submit your application online via this web form, please print this form and send your application to Edgar Rakestraw, Jr., Executive Assistant, Board of Education, Oakland Unified School District, 1000 Broadway, Suite 680, Oakland, CA 94607-4099 or via email to boe@ousd.k12.ca.us.

If you have any questions, please contact the Board of Education at (510) 879-8199.

Note: This application and your responses are Public Record and subject to disclosure.



FRANK J. TSAI

337 ACCOLADE DRIVE, SAN LEANDRO, CA 94577

CELL: [REDACTED]

OFFICE: 510-686-1569

E-MAIL: frank@flgpartners.com

PROFESSIONAL PROFILE

PARTNER

2006-PRESENT

FLG Partners, LLC – Palo Alto, CA

FLG Partners, LLC is the leading CFO consulting and board advisory services firm for companies in Northern California. FLG Partners is engaged by companies, their boards and investors to provide CFO leadership on a project, part-time, full-time or permanent basis, from A-round private companies to multi-billion dollar public ones. Founded in 2004, FLG serves clients in the greater Silicon Valley, Asia and Europe and provides strategic and operational financial consulting to public and private companies in the areas typically the responsibility of a CFO, including:

- Financial management, operations, revenue recognition & reporting
- Audit, controls, SEC reporting and Sarbanes-Oxley compliance
- M&A and equity & debt financings

CHIEF FINANCIAL OFFICER

2002 - 2005

Summerville Senior Living, Inc. - San Ramon, CA

CFO for a 47 unit, national assisted living company with operations in eleven states. Managed the financial affairs and centralized services of accounting services, billing and IT of this private equity backed company, with \$150 million in revenues.

- Managed the integration of 15 acquisitions, a 50% increase in the number of operating units. Developed systems that increased same store revenue per occupied unit day by 6.7% in 2005, versus 4.6% in 2003
- Modernized billing and cash collection systems
- Reduced finance and accounting costs from 2.3% to 1.8% of revenue in two years

CFO ENGAGEMENT PARTNER

2001 - 2003

Tatum CFO Partners - San Francisco, CA

A national professional services firm dedicated to providing Chief Financial Officer Services

CHIEF FINANCIAL OFFICER

CompCare Group, Inc.

The company provided a system and turn-key solution to help hospitals and physician groups service the occupational health and Workers Compensation business. The annual revenues were \$1.2 million.

- Managed the financial activities of venture backed third year start-up. This included revision of the business plan.
- Worked on raising bridge financing and a B round of capital.

VICE PRESIDENT, CHIEF FINANCIAL OFFICER

1996 - 2000

American Baptist Homes of the West - Pleasanton, CA

Managed the financial operation of the company, its \$50 million foundation and its affiliates. The role included negotiating acquisitions of retirement communities. The organization owned and/or operated 13 continuing care retirement communities and 10 low-income housing for seniors in Arizona, California,

District of Columbia, New Mexico and Washington. The annual operating budget was in excess of \$110 million. The assets exceeded \$280 million.

- Refinanced \$107 million in bonds and achieved a Standard & Poor's long term debt rating of BBB
- Oversaw the conversion of accounting software and billing systems
- Raised \$7.9 million in bonds for renovation of Arizona retirement community
- Instituted a financial management process called "Economic Value Added" corporate-wide
- Conducted due diligence processes for three acquisition candidates
- Re-engineered the investment activities that resulted in a significant improvement in the risk return of \$45 million in investments
- Managed the reporting requirements on multiple issues of nearly \$140 million in bonds

DIRECTOR OF FINANCE, CHIEF FINANCIAL OFFICER

1992 - 1996

California Academy of Sciences - San Francisco CA

Developed earned revenue opportunities for this aquarium, natural history museum and research center. Managed the accounting, retail operations, legal affairs and management information systems of the institution. Oversaw the investment of \$70 million endowment fund. Guided the financial planning of the \$15+ million institution.

- Initiated licensing of intellectual property and Internet retailing
- Managed the conversion to new accounting system and software
- Developed plan to expand the retail operations outside of the campus footprint

PRESIDENT AND CHIEF EXECUTIVE OFFICER

1986 - 1991

Working Assets Management Company - San Francisco, CA

Managed the operations and marketing of \$240 million money market fund. Managed the portfolio and supervised the social research on portfolio companies. Repositioned the marketing strategy including the direct mail marketing efforts. Interfaced with SEC and NASD regulators. Managed fund shareholder servicing. Within twelve months, the financial performance of the enterprise turned around. Increased both assets under management and revenues by 250% in four years and produced net margins of 33% in a declining yield environment.

- Reduced operating costs by 40%
- Brought customer call center in house
- Re-positioned the marketing message to focus on the product features and brand
- Nearly tripled account balances

Education: M.B.A., Northwestern University, Kellogg Graduate School of Management
Master of Public Health, University of Minnesota School of Public Health
B.A., University of Minnesota College of Liberal Arts

Licenses: NASD (National Association of Securities Dealers) Series 6, 7, 26, 63 (lapsed)

Professional and Community Affiliations (partial list):

Board of Directors Chair of the Board, Chair of ALCO and Audit Committees Community Bank of the Bay	1994 - Present
Member Financial Executives Institute	1999-2011
Board Member, Chair of Audit Committee Fair Trade USA.	2008-2011
Member of Bond Oversight Committee Oakland Unified School District	2009-2010
Member of Audit Committee Fairtrade Labeling Organization International	2010-2011