

WILLIAM J. STEVENS

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Statement: I am running for Commissioner of Dewey Beach because I love the Dewey Way of Life and I know that my accounting / finance background, ability to build effective teams and my entrepreneurial business mind will enable me to continue to move this town forward. I believe in accountability and transparency. I run my business based on 3 guiding principles: (1) Focus on the relationship, (2) Respect the value of time, and (3) Develop unique solutions. All 3 are applicable to how I will approach the role as commissioner.

Vision: I was not born here, I did not go to school here, but I did decide to live here. I could have chosen any town to call home but I chose Dewey. I chose Dewey because of the beautiful beach and bay. I also chose Dewey because I love the businesses that support the town. I wish we had more year around residents and that there was no such thing as a closing weekend. I want a safer, cleaner and friendlier Dewey where all 1,600 homes and 50 businesses work together as a team. I would also like to explore how the 30,000 visitors could provide the financial resources to take the budget burden off of the residents.

Personal Summary: Married to my best friend, Janine DiPaula Stevens, since 2003 and father to Sadie, a Labrador retriever since 2007. Born in 1967 and raised in Elizabeth, New Jersey, I moved to Baltimore, Maryland to attend Loyola University. After spending each summer in Dewey Beach starting in 2012, we became Delaware residents in January 2017.

Professional Experience:

McQuade Consulting, LLC	Managing Director / Owner	2012 - Present
Prime Integration, LLC	Chief Financial Officer / Owner	2006 - 2012
Custom Direct, LLC	Vice President & Controller	2000 - 2006
Clifton Gunderson, LLC	Manager, Consulting	1996 - 2000
CW Amos & Company	Supervisor Accountant	1989 - 1996

Education:

Loyola University

Masters of Business Administration (MBA), Accounting	1997 - 2000
Bachelors of Business Administration (BBA), Finance	1985 - 1989

Summary Statements:

McQuade Consulting: A regional CFO Advisory and employee benefits firm founded in 2006 serving over 200 clients in the Delmarva region. Current clients are represented in every industry, across multiple states, and the firm has a specialty in self-funded programs fueled by data analytics. As Managing Director, I oversee all administrative functions and lead the CFO Advisory practice.

Prime Integration d/b/a Vircity: A small business start-up providing accounting, administrative, marketing, logistic, and financial support that is typically only accessible by larger organizations. I was responsible for creation, development, contract negotiation, pricing strategy, networking, client development, and all internal accounting and finance. I created the company with my wife, and left in 2012 to merge the CFO Advisory practice into McQuade Consulting. We sold Vircity in 2016.

Custom Direct: Publicly traded printer with annual sales in excess of \$110 million where I was Vice President of Development and corporate controller, managing a \$20 million budget and overseeing all financial and accounting operations. I left Custom Direct to start Prime Integration.

Clifton Larson: Nations 8th largest accounting and consulting firm servicing the Mid-Atlantic region. I was responsible for the development of the consulting practice with heavy concentration in valuation services, mergers and acquisition, troubled company consulting, and general business consulting. I left Clifton Larson to join a client, Custom Direct, and oversee several acquisitions.

C.W. Amos & Company (Currently known as RSM McGladrey): Regional accounting and consulting firm that services the Mid-Atlantic region. I provided general business consulting including preparation of business plans, strategic plans, budgets, forecasts, process reengineering, business valuations, troubled company consulting, bankruptcy / turn-around consulting, audit, reviews, compilations and basic tax services to clients. I left to join a larger firm, Clifton Larson, and run their regional consulting practice.