

# Cornié Lorenzo Evans III, MBA

Baltimore/Washington, D.C. Region | email: [info@clorenzoevans.com](mailto:info@clorenzoevans.com) | mobile: 301-442-5932

## Senior Executive: Financial Management and Business Development

Visionary senior executive with strong business acumen and years of executive leadership experience in strategic corporate planning and analysis, business development, fundraising, external relations, finance, accounting, and organizational administration

## Core Competencies

Business Development • Project Management • Financial Modeling and Reporting • Fundraising Strategy Planning & Deployment • Grant/Endowment Management • Corporate/Non-Profit Accounting & Business Management • Human Resources Administration • Information Systems Development and Implementation • Investment Portfolio Management • Organizational Liquidity Planning

## Professional Experience

CLE Business Services, LLC

January 2021 – present

Baltimore, Maryland

### Founder and Chief Consultant

- Serve as chief executive for finance, accounting, and business strategic consulting firm focused on improving organizational financial systems and operations in the corporate, nonprofit, and academic sectors
- Lead business research and strategy implementation for a wide range of entity types
- Advise on and implement optimal practices for organizational budgeting/forecasting, financial reporting, strategic planning, and internal controls activation
- Develop and deploy educational services that expand knowledge of finance, accounting, and business strategy implementation in partnership with colleges, universities, executive leadership programs, and corporations
- Partner with chief organizational leaders and corporate Boards of Directors to provide customized business solutions that improve efficiency and allow organizations to maximize resources in the accomplishment of stated goals

Washington Performing Arts Society

March 2018 – July 2021

Washington, District of Columbia

### Chief Operating Officer and Director of Finance

- Led the finance, administration, and programming teams in the effective operations, management, and development of all business functions of Washington Performing Arts, improving organizational sustainability through new business and programming curation and deployment
- Provided leadership of finance and accounting functions along with active management of organizational investment and retirement plan portfolios
- Created and delivered frameworks for effective organizational financial planning and analysis along with ensuring effective communication with the Board of Directors and its committees
- Oversaw day to day accounting and annual audit, implementing systems and processes that maintain the organization's exceptional financial standing and audit history in accordance with GAAP, FASB and applicable federal and local laws
- Championed organizational business development through active partnership with companies and other arts/culture organizations in the acquisition of financial resources or in-kind resources
- Implemented cash management strategy and forecasting tools that improved year over year liquidity for the organization
- Led organizational diversity, equity, and inclusion (DEI) efforts, ensuring that DEI is part of all organizational policies and procedures
- Developed and deployed organizational financial sustainability strategy in response to the COVID-19 crisis to include the successful acquisition of CARES Act and other emergency funding

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## Professional Experience (continued)

University of Maryland, Clarice Smith Performing Arts Center  
College Park, Maryland

July 2014 – February 2018

### Director of Finance and Administration

- Led strategic management of finance, administration, human resources, information systems and rentals functional areas of The Clarice Smith Performing Arts Center at the University of Maryland
- Served as trusted advisor to The Clarice Smith Performing Arts Center Executive Office on business ventures, strategic partnerships and finance and administration matters
- Implemented strategic budgeting and forecasting procedures for \$32M funding pool, empowering department managers with divisional financial oversight and ensuring budget transparency
- Cultivated partnerships with University Human Resources, the College of Arts and Humanities, governing University and University System of Maryland foundations, student and academic advisory boards and affiliate organizations
- Led the business development of revenue-generating initiatives that yielded several streams of unrestricted income to The Clarice Smith Performing Arts Center; key initiatives included MilkBoy ArtHouse restaurant implementation, Applause Café redevelopment, National Orchestral Institute and Festival acquisition, and growth of The Clarice's rentals program
- Served as the Chair of the College of Arts and Humanities Staff Counsel, leading the deployment of University diversity, equity, and inclusion initiatives and fostering a healthy and civil work culture within the College

Maryland Crime Victims' Resource Center  
Upper Marlboro, Maryland

August 2012 – July 2014

### Director of Finance and Human Resources

- Provided finance, accounting, information technology and human resources leadership to Maryland's premier organization for victim services
- Managed \$1.4M annual budget, ensuring proper allocation of all federal and local grant funding
- Successfully led organization in restoring confidence in its financial reporting and grant management through close work with the organization's Board of Directors and external stakeholders that included state and federal funding agencies
- Implemented technologies and other policies and procedures that created operating efficiencies
- Streamlined fundraising and grant application processes resulting in higher yield for fundraising events and the acquisition of new funding opportunities through federal, state and local grants

American Association of Motor Vehicle Administrators  
Arlington, Virginia

July 2010 – March 2011

### Financial Consultant/Finance Manager Federal IT Programs

- Provided finance and accounting oversight and technical assistance to staff under the Federal Department of Transportation and Department of Justice partnership with the American Association of Motor Vehicle Administrators
- Developed and implemented budgeting processes for 9 divisions of the organization
- Organized and led system roll-out of Cognos 8 and Unanet platforms
- Worked closely with CFO to design and implement cyclical financial reporting

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## Professional Experience (continued)

Smithsonian Institution May 2006 – April 2010  
Smithsonian Enterprises (formerly Smithsonian Business Ventures)  
Washington, District of Columbia

### Finance -Manager Smithsonian Journeys (2008-2010)

- Provided finance and accounting oversight for Smithsonian Journeys operation
- Redesigned financial modeling to accurately forecast business net income
- Implemented internal controls and resolved over \$500k of aged balance sheet accounts
- Created clear and concise finance and operations reporting for internal and external use

### Senior Financial Analyst- Smithsonian Retail (2006-2008)

- Worked closely with CEO of Retail to develop key performance indicator tracking, and financial forecasting models to be implemented across the division
- Served as Acting Director of Financial Planning and Analysis in lieu of hiring Director
- Supervised the month-end and year-end closing activities of \$100M organization

Westfield Corporation February 2005 – April 2006  
Wheaton, Maryland

### Financial Analyst

- Provided all financial analysis and support for the Airport Division of Westfield Corporation
- Supervised all annual budgeting and monthly forecast implementation and completion for nine airport concession programs
- Completed monthly review of airports financial packages and prepared executive summaries that compared year-to-date performance to budget, along with highlighting and explaining variances
- Analyzed year over year operating income trends for nine airport projects
- Designed and implemented Realm-Lease software for the Airport Division

## Professional Affiliations and Other Experience

- University of Westminster, Westminster Working Cultures, Guest Speaker, 2020
- Sitar Arts Center, Guest Speaker –Arts & Entrepreneurship, 2020
- National Arts Strategies, Teaching Fellow – Financial Management –2019 - present
- Adjunct Professor, American University Master of Arts Management Program, 2019 – present
- Member, D.C. Chamber of Commerce, 2018 – present
- Chair, UMD College of Arts and Humanities Staff Council – 2016– 2018
- Member, National Association of College and University Business Officers, 2014 – 2018

## Education

- **Master of Business Administration, 2018**  
*University of Maryland Global Campus (formerly University of Maryland University College)*  
*Strategic Global Business Integration Focus*
- **Bachelor of Business Administration, Minor: Spanish, 2004**  
*Fox School of Business, Temple University, Philadelphia, PA*

## Skills and Languages

- Spanish – Fluent (writing and speaking)
- Microsoft Office 365 Suite, Google Business Suite, QuickBooks, Cognos, SAP, Podio, ADP Payroll, Sage, Sage-Intacct, Great Plains, Salesforce, JD Edwards, Unanet, Solomon, PeopleSoft, Wrike, ShiftPlanning-Humanity, GlobiFlow, Slack, Paylocity, Sage Intacct, Asana, Formstack, Tessitura, Ticketfly, Spektrix, Zoom, Xero, Coursera, Canvas, Blackboard, Slack