

Lee Schuh

P.O. Box 4331
Westlake Village, CA 91359
805 660-5556
Leeschuhfp@yahoo.com

Broad range of managerial and supervisory positions in contracting, licensing, accounting and finance. Because of technical and leadership skills was able to reorganize staff, as required, to reflect change in business strategies.

Accounting	Licensing
Audit (DCAA, GAO & IRS)	Pricing
Budgeting	Price & Cost Analysis
Contracting	Purchasing & Subcontracts
Finance	Tax Representation to IRS
International negotiations	Financial consulting

Developed and implemented a cost analysis technique that is a standard today.

Certified Financial Planner Practitioner (CFP)®

Chartered Financial Consultant (ChFC)

Enrolled Agent with IRS (EA)

Teaching Experience

Since 1976 taught various accounting, legal, tax, finance and business courses on a part time basis for University of California and CSU Extension Systems; Graduate courses at CLU and UOP. Financial planning courses for College of Financial Planning and UOP. Also taught in-house courses in finance, accounting and law.

University of California, Santa Barbara Extension

2000 – present

- Served on Instructor committees in Finance and Contracting

Courses taught:

- Financial Planning

Northrop University

1980 - 1986

Courses taught:

- Law
- Finance
- Taxes

University of California, Los Angeles Extension **1976– present**

- Authored all courses in the UCLA Extension Pricing Certificate Program
- Served on Faculty committees in Finance and Contracting
- Awarded Master Instructor status in Pricing and Negotiations
- Distinguished instructor award for 2007 and 2010

Courses taught:

- Contracts
- Finance
- Law

Los Angeles Community College District **1973 - 1976**

Courses taught:

- Business & Law

Education

- BS, Accounting – University of California, Los Angeles 1961
- JD, Law – University of California, Los Angeles 1964

Career Background

Lee Schuh Financials **2001- present**

- * Consultant to local government and commercial organizations.
- * Specializes in small businesses and middle class for financial advice
- * Represent individuals before the IRS and companies before the IRS, GAO and DCAA.

Consultant/Trainer **1970 - present**

- * Provided training and consulting on a part time basis.
- * Self-employed Certified Financial Planner™ practitioner.
- * Train procurement, support and technical personnel.
- * Modify accounting systems for government contracting organizations, prepare cost proposals, prepare bid rates, evaluate cost proposals, establish contracting organization, assist in passing compliance audits, GSA Schedule contracting, etc.
- * Uses FAR, UCC, CAS, CISG. ITAR and local government codes.
- * Clients have included such major organization as IRS, Harris Corp. Boeing, Rand Corporation, San Diego County, Merrill Lynch, Wells Fargo, etc.

VP of Contracting and Finance - G&H Technology **1999-2001**

- * Proprietary NASA space qualified component manufacturer in Ventura County with sales of \$25M.
- * Heavy emphasis on cash flow.
- * Used FAR, ITAR, GAAP and UCC.

Director of Contracts and Pricing, - R&D Associates **1989-1999**

- * Technology subsidiary of Logicon, a medium size high technology R&D company
- * Heavy emphasis on customer service and responsive cost proposals since major product was providing technical services.
- * Many highly classified programs that were personally administered.
- * Established pricing, price analysis and subcontracts functions.
- * Managed organization from time it was 90% sole source to 80% competitive contracting. Guided department through the resulting change of philosophy.
- * Disclosure statements, bid rates, GAAP, CAS, FAR, DFAR, DEAR, Calif. Procurement regulations and UCC.

Real Estate Broker **1986 - 1996**

- * Specialized in re-financing of residences for recently laid off personnel.
- * Assisted clients in establishing budgets and finding new careers.

Division Contracts Manager, - Hughes Aircraft Company **1980 - 1989**

- * Developed and produced high technology systems.
- * Heavy emphasis on production pricing, negotiations and developing new customers. Hired over 100 contracts personnel and 50 buyers during tenure.
- * Headed Group wide (10,000 personnel) task forces in property control, business management and project engineer training, pricing, Equal Opportunity Employment and total quality.
- * Lead contract and pricing trainer for two Groups (18,000 personnel).
- * Personally negotiated over \$750M of contracts.
- * Developed the International Contract used for International sales.
- * Used CAS, FAR, DFAR, UCC, ITAR and disclosure statements.
- * Multiple compliance audits.

Manager, New Business Contracts – Litton GCSD **1972 - 1980**

- * 1972 to 1980, Manager of New Business Contracts for Litton GCSD in Woodland Hills which was an international production company.
- * Heavy emphasis on technology licensing.
- * Established subcontracts and cost analysis departments.
- * When promoted to manager, all contracts were fixed price.
- * Trained company personnel on cost type contracting which became a significant part of total business.