



CenterPoint Business Advisors, Inc.
The RiverWatch
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Michael F. Coyle, CBI

Summary of Qualifications

Entrepreneurial manager with a successful history in start-up and turn-around business ventures. Proven ability to: manage and motivate professional and hourly staff; set clear strategic direction; establish complex business and financial system and controls; and generate unique sales and marketing programs.

Entrepreneurial Experience

2004-Present CenterPoint Business Advisors, Inc. Littleton, NH
Business Consulting, Valuation & Brokerage Services

- Present & Co-founder of this company specializing in assisting small to mid-sized business owners and business buyers. Services include operational and strategic consulting, business valuations, and brokerage services for all kinds of businesses in New England. Special vertical market focus in hospitality & powersports industries.

2001 - 2004 Peabody & Smith Realty, Inc. Franconia, NH
Hospitality / Business Brokerage Services

- Licensed NH, VT & MA Real Estate Broker providing real estate brokerage services, business planning, marketing, and financial consulting for existing and new business. Special focus in the hospitality industry. Commercial Broker of the Year 2001 & 2002, 2003, 2004 Top Producer.

2000 - 2001 Self-Employed Sugar Hill, NH
Independent Business Consultant

- Professional services for business planning, marketing and competitive intelligence research.

1993 - 2000 Sunset Hill House Sugar Hill, NH
Owner and Resort Innkeeper

- Acquired at auction a bankrupt and condemned historic hotel and built a multi-faceted resort business with \$1M in annual receipts.
- Recruited, trained and managed a full-time staff of 17 and a seasonal staff of 45 to operate this 30 room inn, restaurant, banquet facility, golf course and Nordic center.
- Designed and implemented creative sales and marketing programs utilizing advertising, direct mail, co-promotional, and internet marketing strategies.
- Developed all business systems including computerized reservations and full general ledger and payroll accounting functions.
- Received recognition and awards from industry associations and travel media for excellence in service, product quality, and performance.
- Achieved excellent business results and realized a significant return on investment upon the sale of the business.

1990 – 1994 Trinity Performance Systems, Inc. Manchester, NH

Consultant, Training / Performance Systems

- Co-founder and partner of this consulting practice developing large-scale training systems for Fortune 100 companies. Projects were content-independent but were focused in the high technology, financial services, pharmaceutical, and manufacturing industries.
- Sold and managed client projects ranging from \$50K to \$750 with combined annual billings in excess of \$1.6M.

1987 – 1990 Competence Assurance Systems Cambridge, MA

Chief Operating Officer & Chief Financial Officer

- Joined the company when it was on the verge of bankruptcy and launched an aggressive turn-around strategy that included restructuring corporate obligations and debt, re-organizing staff functions and operations, instituting business planning and cost controls and developing a strategic growth plan.
- Increased annual sales by 750%, generated profits well above industry norms, assisted in expanding international offices to Paris, France and Montreal, Canada.
- Designed and implemented two major new distributed computing systems used for electronic publishing and archival.
- Managed a staff of over 60 employees across 6 functional departments.
- Provided guidance for market expansion into computer-based interactive training products and services.

1984 – 1987 Digital Equipment Corporation Burlington, MA

Business Manager / Financial Analyst

- Developed a start-up business plan and joined the management team for a new revenue generating business developing training and point-of-sale systems that utilized interactive-video technology (IVIS).
- Provided all business and financial management oversight to multi-million dollar training development and delivery organizations.

1983 – 1984 BOCA Corporation Groton, MA

Manager / Bookkeeper

- Provided operational management and bookkeeping services for a start-up family-style restaurant with 30+ employees.

Education

1984 – 1989 Boston College Newton, MA

- MBA from The Wallace E. Carroll Graduate School of Management

1979 – 1982 Massachusetts College of Liberal Arts North Adams, MA

- BA in Business Administration with a minor in Computer Science

1977 – 1979 Mount Wachusett Community College Gardner, MA

- AS in Business Technology / Small Business Accounting

Civic Activities

Sugar Hill Planning Board Chairperson * Sugar Hill Improvement Society Board of Directors * Ski 93 Board of Directors * Franconia Notch Chamber of Commerce Board of Directors * Fields of Lupine Festival Creator and Organizer * Littleton Main Street Business Development Committee Chair and Board of Directors * Member of Commercial Investment Board of Realtors (CIBOR), and International Business Broker Association (IBBA)

Personal

Married to Tricia Pinkham – Coyle with 2 children, Paige and Colm * Thru-hiker of the Appalachian Trail, 1982