

**Jeffrey Klein**  
**Candidate Statement**

Thank you for considering me for a position on the Board of Directors of USA Archery. The mission of USAA is to enable United States athletes to achieve sustained competitive excellence and to provide the necessary resources to foster strong athlete participation, competition and training in the sport of archery. If elected, I will bring my experience and skills to USAA to accomplish this mission. I have over 38 years of business experience. I have extensive experience in the television, film and digital media industries. This knowledge would help to gain more exposure and coverage for USAA. My financial and operational background would be invaluable in implementing long term strategic, financial, operational and business plans for the organization. I have served on the Board of directors of an international public company with sales of over 2 billion dollars per year. I have also served on the board Advanced Television Systems Committee (ATSC), the committee formed by the Federal Communications Commission (FCC) to set the high definition digital television standards. I have run multi-million dollar companies and have excellent skills in finance, marketing, fundraising, audit, management and communications.

Most importantly I have a passion for archery. My children and I were introduced to archery one Saturday morning 7 years ago at an introductory class at Woodley Park. I was a founding member of the Vanguard Archery JOAD and for the past three years have been an active member of the Joy Lee Archery Academy JOAD. We have seen the popularity of the sport grow since then and have been active in archery community. I look forward to the opportunity to be able to be part of the continued growth of archery and see it flourish in the future.

## Jeffrey Klein C.P.A.

Jeff Klein has over 38 years of business experience. As a business leader he has run multimillion dollar companies and served on the Board of Directors of a multibillion dollar public company. As a C.P.A he has extensive experience in accounting, auditing and tax. He has also been responsible for overseeing the post production of 1,000's of hours of television shows and feature films and has been the executive producer of 6 feature films. Jeff Klein was on the Advanced Television Systems Committee (ATSC) in Washington, D.C. from 1996 through 1999. The committee formed by the Federal Communications Commission (FCC) to set the high definition digital television standards that were adopted throughout the world. He served at Complete Post for over 15 years and was Co-President of Complete Post, Inc. from 1992 to 1999 and from 1987 to 1992 he was Chief Financial Officer and Executive Vice President of Business Affairs. Complete post was responsible for 1,000's of hours of television programing. At Complete Post, Inc. he developed and implemented business growth strategy, resulting in a revenue increase from \$13 million to \$35 million annually. In addition, Mr. Klein oversaw all company operations continuing in the highest profitability of any post-production house in Los Angeles. He grew the employee base from 80 to 225 with a retention rate significantly above industry average. Jeff Klein spearheaded the development and launch of Complete Sound, a new business division that became the second largest television sound production house in Los Angeles within one year. He successfully integrated new technologies into Complete Post's core business model including Computer Generated Images (CGI), Special Effects, DVD Mastering, Feature Film Mastering, HDTV and internet applications and negotiated long-term client contracts.

As a Certified Public Accountant, Jeff Klein originally represented Complete Post during the sale to the public company, Carlton Communications Plc. From 1988 to 1992 he served as Treasurer and was on the Board of Directors of Carlton U.S. Holdings Group, Inc., the holding company for all Carlton Communications Plc U.S. companies. By 1992 Carlton Communications Plc sales grew to over \$2 billion per year. After leaving Complete Post, Jeff Klein has worked as a Certified Public Accountant and consultant and on his own projects covering different industries. Some of the industries he has experience in are: the entertainment industry, the internet, the automotive industry and other technology based industries. Jeff Klein has extensive experience in mergers, acquisitions and startups.

### **Employment History**

#### **Nigro, Karlin, Segal, Feldstein & Bolno (NKSFB)**

2016-present

- Largest business management firm
- Entertainment and real estate tax practice

#### **Pomerantz and Kavinoky & Co, CPAs**

2014-2016

- Real estate and tax practice

#### **Jeff Klein Consulting**

2000- 2014

- Executive Producer on 6 feature films.
- Led the acquisition team for multiple mergers and acquisitions, including the purchase and restructuring of The Post Group, Inc.
- Developed and consulted on various television and internet programs and shows.
- Consulting experience for technology and internet companies. Took one technology company public.

#### **Employment History COMPLETE POST, INC. and CARLTON COMMUNICATIONS Plc**

1999 – 2000	Consultant
1992 – 1999	Co-President
1988 – 1992	Board of Directors Carlton Communications U.S. Holding Companies
1998 – 1992	Treasurer Carlton Communications U.S. Holding Companies
1986 – 1992	Vice President Finance, Business Affairs and CFO

#### **COMPLETE POST, INC.**

- Developed and implemented business growth strategy, resulting in a 300% revenue increase from \$12 million to \$35 million annually.
- Accomplished in understanding new technology and how to profit from it.
- Set national DTV standards adopted by the FCC as company representative to the Advanced Television Systems Committee (ATSC) in Washington, D.C. from 1997 through 1999.

#### **CARLTON COMMUNICATIONS Plc UK Public company with US public ADR shares**

- Member of the Board of Directors for the U.S. holding company.
- Treasurer of the U.S. holding company.

1983 - 1986	Lazarow and Company - Business management firm
1982 - 1983	Singer and Company - Business management firm
1980 - 1982	Silverman, Katz and Fram - Entertainment base firm
1979 - 1980	Oppenheim, Appel, Dixon - Large audit based firm

### **EDUCATION**

#### **UNIVERSITY OF SOUTHERN CALIFORNIA**

Bachelors of Science - Business Administration/Accounting

1979

### **OTHER INFORMATION**

USA Archery certified level 2 coach.

Founder of Vanguard Archers a 501(C)(3) charity