

# NEWS FROM THE STREET




*We do hard things in Accounting, Finance, IT & HR.™*

## BUSINESS LEADER BOOK REVIEW

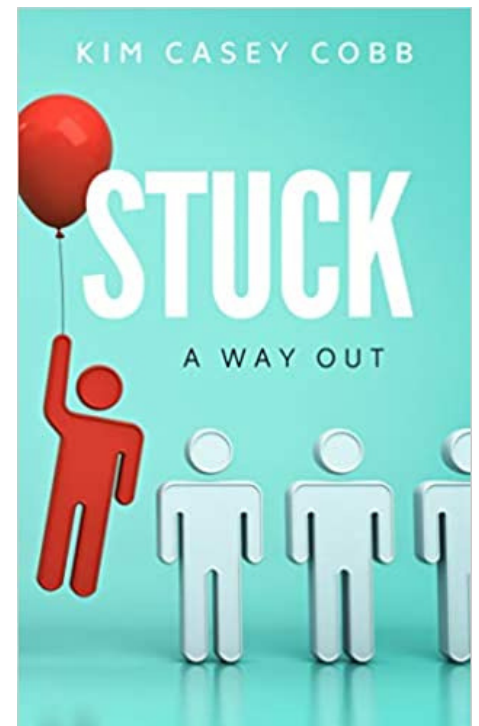
Rich Lavinski

"Stuck - A Way Out" is written by Kim Cobb, a good friend and client of our firm. As one of the first "Missing Children" to have her face posted on a milk carton, Kim's life story and her success are amazing! Kim uses her incredible life experiences to encourage, mentor, and challenge others. If you have a team member, a family member, a church group, or anyone else in your sphere of influence facing challenging times or circumstances, this book will be of great help and encouragement to them.

 As an encouragement for you to gift this book to someone in need, E57 Partners will send a free copy to the first 10 people who request one. Request your copy by emailing Patti Walling at [PWalling@E57Partners.com](mailto:PWalling@E57Partners.com)

### LATEST NEWS

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You can follow Kim on [Facebook](#) and order her book through [Amazon](#), [Barnes & Noble](#), or get an autographed copy [here!](#)



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# CONSULTING & DIRECT HIRE MARKET TRENDS

Despite the pandemic, unprecedented winter weather, massive power outages, and erratic shifts in employment and economic numbers, the consulting and direct hire markets in Texas have remained quite good. We are blessed to be in the Southwest, particularly Texas, where the economy is diversified and companies remain optimistic.

In our part of the market, during the first half of 2021, we experienced an uptick in both project consulting and client direct hire needs after a tepid Fall 2020 market. New projects continue to launch and the direct hire market, while not as robust as pre-COVID, remains strong. Several factors seem to be driving this:

1. During the height of COVID, many companies cut headcounts dramatically and placed project initiatives on hold. With the increase in vaccinations and many businesses finding a post-COVID operating rhythm, companies are hiring again and reactivating several projects they placed on hold.

2. Project work in the areas of M&A, restructure, bankruptcy, process improvement, supply-chain upgrades, cost cutting, and capital solicitation are all on the rise. Many companies coming out of last year's gyration have seen needs in one or more of these areas.

3. Whenever there is a business downturn, companies tend to be hesitant to re-hire as quickly as they downsized. Consequently, they often augment their needs with consulting and temporary hires until their confidence in either the recovery or growth trends solidify.

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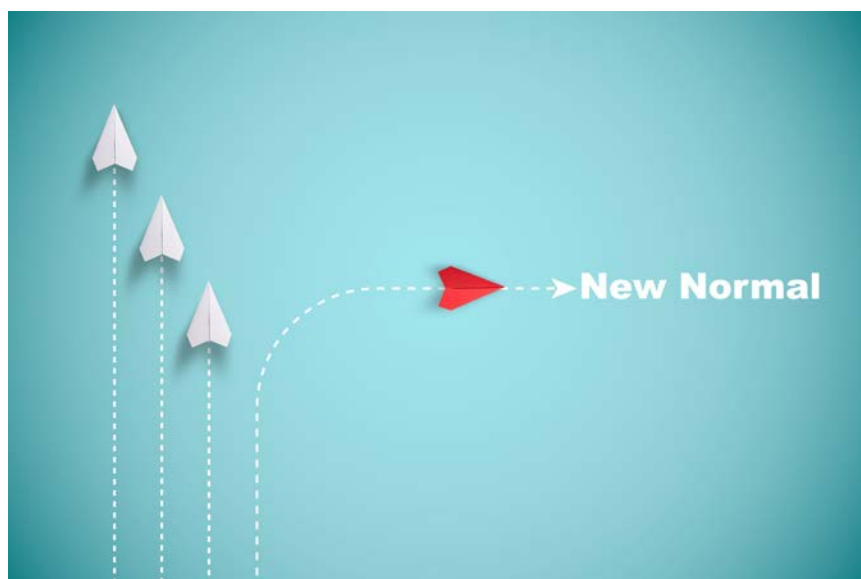


Businesses are finding their post-COVID operating rhythm and are hiring again, and reactivating projects they had on hold.



### **In 2020, Just One Company Went Public with An All-Male Board**

"Dun & Bradstreet Holdings Inc. was the only major company to debut with an all-male board when it went public last year, a sign that corporate America has increasingly yielded to pressure to improve diversity among its directors. The percentage of female directors rose to 24% among the companies with the 25 largest U.S. initial public offerings last year, according to an annual analysis from 5050 Women on Boards, a group seeking gender parity in boardrooms. That compares with 21% a year earlier and is significantly better than in the previous five years, when the ratio repeatedly failed to top 12%." BLOOMBERG



### **CONSULTING & DIRECT HIRE MARKET TRENDS**

CONTINUED FROM PG. 2

4. Many permanent employees voluntarily removed themselves from the workplace due to COVID. We have talked to several professionals who have decided to "sit things out" for an indefinite period of time due to health issues that put them at higher-than-normal risks. Hiring managers are needing to fill the talent gap as the situation has many people taking permanent retirement or disability.

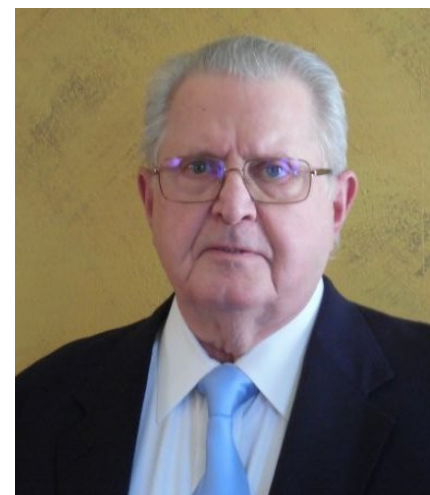
5. The PPP and SBA lending programs have not only helped certain businesses survive, they have also allowed them to pivot their business model and grow.

6. New companies have surfaced and demand for certain products and services has exponentially increased. Zoom, home office equipment, specialized cleaning services, remote learning and work tools, home entertainment and services, RV businesses, etc.

E57 Street Partners specializes in assisting companies discover and navigate their "new normal". Please call if you are interested in working with us as we accommodate clients needing assistance in these areas and more!

# E57 100 TEAM SPOTLIGHT

## GET TO KNOW OUR CORE TEAM OF KEY CONSULTANTS



You won't find David Foote on a golf course these days. Nor will you find him collecting stamps or coins – these hobbies proved to be a bit too boring for David. Instead, you'll find him reading and researching, still excited about the banking industry that he's worked in for over twenty years. You may be fortunate enough to hear a few stories from his time in the Peace Corps, using his Harvard MBA and his degree in Architecture to design housing and public service buildings in Columbia, and learn the story first-hand of how a Venezuelan financial crisis thrust David into an unexpected and new career that became his passion and his calling.

After returning to the States in 1998, David excelled in SBA Lending and worked as a consultant to the FDIC, before transitioning fulltime to the FDIC as a Compliance Officer, with top FDIC Security Clearance, tasked with enforcing very complex agreements. Managing hundreds of audits, orchestrating asset resolutions for eleven failed banks, and designing a process flow that resulted in the annual savings of over \$4MIL are but a few of his accomplishments. With a front row seat to yet another financial crisis, David set forth to truly benefit the country and the results were remarkable.

Now, as E57's Managing Consultant of Banking Services, David is excited to connect with Banking and Financial leaders who are looking for new and creative solutions to operational challenges and opportunities. His unprecedented experience and zeal for solving problem loan portfolios drives him to help companies implement strategic finance initiatives, while improving processes and driving bottom-line revenue; thus, propelling them to the next level.



To learn more about David Foote and how his specialized expertise can benefit your organization, contact us directly: **Rich (214) 515-7633 [rlavinski@e57partners.com](mailto:rlavinski@e57partners.com)**  
**David (214) 515-7658 [dfoote@E57Partners.com](mailto:dfoote@E57Partners.com)**

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# QUOTE WORTH REMEMBERING

"Rome wasn't built in a day,  
but they were laying bricks every hour.  
You don't have to do it all today.  
Just lay a brick."  
James Clear



## CONSULTING & CAREER OPPORTUNITIES

Select Opportunities Open Now

### PROJECT & PROJECT-TO-HIRE CONSULTING OPPORTUNITIES

#### **Project-to-Hire CAO/Controller**

- Accounting Operations Leadership and Solid Project Management Experience is Required
- Public Company Experience a big plus
- SEC Reporting & Public Accounting Experience is a plus
- ✦ Compensation is "open", depending on experience

#### **Senior Technical Accounting Managers and Directors**

- SEC Compliance & Reporting
- Audit, SOX, M&A, IPO Readiness Experience
- ✦ Top pay rates based on skills, track-record, and experience
- ✦ Projects range 3 to 10+ months in duration
- ✦ Hourly Rates between \$50 and \$70+ per hour, depending on experience

## PROJECT & PROJECT-TO-HIRE CONSULTING OPPORTUNITIES

### Senior Staff and Heavy Senior/Supervisor Accountants

- We are looking for a wide array of Staff Accounting Professionals...**Immediate openings!**
- Complex Reconciliations, System Implementation, Monthly Close, GL, GAAP, and Financial Reporting Opportunities
- ✦ Hourly Rates between \$28 and \$45+ per hour, depending on experience

### HR Process Improvement & Compliance Expert

- 3 to 8 week engagement
- HR Department Analysis & Leadership
- Must have 10+ Years of Experience in HR Operations
- ✦ Project may go longer and could lead to a Direct-Hire opportunity

**Click [here](#) to learn more or apply directly online to these and other E57 Professional Opportunities.**

**Call 214-823-6440 or 214-515-7633 to speak with a Senior E57 Resource Manager.**



Be sure to catch Rich Lavinski on The Job Search Solution Podcast, hosted by Tony Beshara, every Wednesday night from 8:30-9pm on The Word KWRD-FM, 100.7 FM.

We answer your questions about challenging issues in the Consulting and Project Staffing arena and Career Management for Finance, Accounting, HR, and IT Professionals!

**Listen anytime via Apple Podcasts and Spotify!**

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