

DARCY J. SMITH, CPA, CMA, ICD.D

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CORPORATE FINANCE MANAGEMENT EXECUTIVE

Board Director|Chief Financial Officer| Vice President, Finance| Treasurer

Highly accomplished, results-driven senior-level executive with more than 25 years of progressive experience in strategic planning, leadership, fundraising, information technology, and operations management. Experience working in start-ups and large multi-national organizations. Proven ability to streamline business operations, create new revenue opportunities, improve efficiencies and reduce costs.

Areas of expertise include;

- Communication & Relationship Management
- Investment, Pension & Financing Strategies
- Process improvement
- Federally Regulated Organizations
- Supply Chain Experience
- Technology Oversight
- Strategic Planning & Organizational Leadership
- Team Building
- Business Development
- Senior Executive Experience
- Board of Directors
- Corporate Governance and Risk mgmt.

Board Related Education

- Institute of Corporate Directors – ICD.D designation
- Governance in a Non-Profit Corporation
- Audit Committee Certificate – CPA Canada
- Governors Code of Conduct
- Professional Ethics: An Introduction to Environmental, Social, and Governance (ESG) for CPAs
- Advanced Program in Management, Leadership & Strategy – University of Manitoba Asper School of Business
- Cyber Awareness Risk Training.

Board of Directors Experience

Actra Fraternal Benefits Society, Toronto Ontario

May 2022 - Present

Actra Fraternal Benefit Society (AFBS) is a not-for-profit, Member-owned, federally incorporated insurance company. AFBS provides services to Members through three distinct business segments, Insurance Operations, Fraternal Operations, and Retirement Operations. AFBS provides insurance, health care, life and Fraternal Benefits as well as retirement plan programs to Members.

Board Governor, Audit & Risk Committee Member, Compensation Committee Member.

Director – Neeginan Centre (2019 – Present)

Director – MediaSmarts (2024 – Present)

Member – CNIB – Strategic Leadership Council – (2023 – Present)

Treasurer - First People Radio Inc (2018 – Present)

Aboriginal Peoples Television Network Inc., Winnipeg Manitoba

March 2012 - Present

Founded in 1999, the Aboriginal Peoples Television Network (APTN) is a charitable non-profit corporation established to share programming by, for, and about Aboriginal Peoples with all Canadians and viewers around the world. APTN has a US-based for-profit subsidiary, plus 6 Canadian subsidiaries.

Chief Financial Officer

Acting as a business partner and trusted advisor to the CEO, discussing issues the organization is encountering, discussing 'what if' solutions to these issues, and what can be improved. My mandate is to enhance internal controls and operations by implementing new strategies, processes, procedures, and technology that will help drive the corporation to achieve its strategic objectives. Responsibilities include all aspects of generating financing and funding for the organizations, financial reporting to the board, regulatory bodies, and senior management. In addition, budgeting, executing the financial strategic plan, performance management, analyzing business metrics, contract negotiation, tax, corporate risk management, and treasury functions. Key accomplishments

- Key member in the creation and diversification of APTN's revenues streams over the last 18 months by expanding into new business opportunities.
- Evaluation of business opportunities and current operational reporting the findings to the board.
- Direction and leadership of the Finance and related teams, which included facilities and IT.
- A key member of the executive management team setting the strategy and outlining growth plans.
- Helped to build a culture of accountability, transparency, and inclusion that has led to the recognition of APTN as a Top employer in Manitoba and across Canada multiple times.
- Developed and implemented a budgeting and results management process that has resulted in significant improvements in the company's earnings and cash position. As a result, all debt was paid 15 years ahead of schedule and increased the company's free cash flow by ten-fold.
- Key Member of the senior management team that successfully worked to renew the network's license through the Canadian Radio-television Telecommunications Commission resulting in a 13% increase in the subscriber rate.
- An integral member of the team that appeared in front of the Canadian Radio-television Telecommunications Commission successfully seeking licenses for radio stations in Toronto & Ottawa.
- Key Member of Executive management and the boards that launched four new companies in 18 months.

Inspyre Solutions, Inc., Winnipeg Manitoba

Aug. 2007- April 2012

Founded in 1994 as The Faneuil Group, INSPYRE Solutions Inc. was a For-Profit Business Process & Customer Contact Provider serving over 125 clients from around the globe having operations in the US and Canada.

Vice President of Finance & Treasurer

Directed a finance team encompassing a controller, senior divisional accountants, accounts payable, and payroll. The mandate was to maintain and improve the financial integrity and transparency of Inspyre by providing the

financial infrastructure and analytical support necessary to meet the company's vision. Responsibilities include budgeting, forecasting, cash flow, planning and analysis, management and business metrics, reporting, contract negotiation, tax, treasury, risk management, and hedging. Reported directly to the President and Board of Directors.

- Member of the strategic planning committee.
- Introduced standard labor costing and departmental budgets that reduced overall costs.
- Developed a new Excel-based financial reporting process creating a job costing, budgeting, and reporting system that measured the financial results for each program in production.
- Developed pricing models for potential new business lines and clients.
- Key player in evaluating acquisitions and merging the financial aspects of these companies.

EDUCATION & PROFESSIONAL TRAINING

CPA, CMA

ICD.D

Treasury Management Association – Cash Management, Cash Flow Forecasting, Essentials of Risk Management, Money Markets, Foreign Exchange, Financial Modeling and budgeting.

Speak Like A Leader

Advanced Program in Management, Leadership & Strategy – University of Manitoba Asper School of Business