

LEONARD BRISKMAN

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Senior executive with extensive experience as an entrepreneur, business manager in private industry, and a financial manager in the Federal Government

PROFESSIONAL EXPERIENCE

PRIVATE CONSULTANT

2015 – Present

- **Asset Forfeiture:** Evaluate, appraise, monitor, manage, and assist in the recovery process of assets subject to seizure and forfeiture.
- **Small and Medium Size Businesses:** Restructure distressed businesses, evaluate and advise on the purchase and sale of government contracting firms, advise on the liquidation and closing of businesses unable to profitably reopen.
- **Webinars and Workshops:** Present training to banks and business owners on “Managing your Business for Maximum Profitability,” “The Purchase and Sale of Businesses,” and “Closing your Business, a Managed Approach.”

UNITED STATES MARSHALS SERVICE: (Retired) Grade 15/8

1998 – 2015

Program Manager – Complex Assets – Asset Forfeiture Division, USDOJ,

Asset Forfeiture Division is responsible for the management and disposal of over \$2 billion per year in assets that have been forfeited to the U.S. Government due to various criminal activities.

As a Senior Business Advisor and the Program Manager for Complex Assets, I was responsible for the evaluation, business restructuring, management oversight, and disposal of all operating business, commercial real estate, financial instruments, and other complex assets targeted for seizure and forfeiture by the U.S. Department of Justice.

Supervised the activities of 4 government and 10 contract professional employees including CPAs, attorneys, and MBAs. Accomplishments include:

- **Management of large securities portfolios targeted for forfeiture.**
- **Restructure and manage large complex business enterprises and major commercial real estate properties so as to preserve the value of the assets prior to forfeiture.**
- **Interact with prosecutors, bankruptcy attorneys, FBI, DEA, and other federal investigative agencies on money laundering, RICO, drug distribution, terrorist financing, bankruptcy, and fraud cases. Oversee the activities of court appointed trustees, receivers, and monitors.**
- **Directly involved in many of the high profile cases that have surfaced in the past several years including: Madoff, Bayou Hedge Fund, Refco, Adelphia Communications, Nemazee, Bicycle Club Casino, Connecticut trash company, Hispanic supermarket chain, Virgin Island**

supermarket chain, Gold Club, Crazy Horse Too Club in Las Vegas, large banana plantation in Puerto Rico, privately held prison in Louisiana, and fourteen apartment buildings in the South Bronx..

- Serve as an expert court witness in the valuation of businesses targeted for seizure and forfeiture.
- Instructor at the DOJ National Advocacy Center.
- Provide litigation support in complex asset cases to the DOJ Asset Forfeiture & Money Laundering Division and to federal prosecutors throughout the country.
- Initiated, developed, and supervised a highly successful Internet auction to dispose of forfeited assets. This now serves as a model for other government agencies.
- Held Top Secret Clearance.

PREVIOUS EXPERIENCE

DIVERSIFIED RETAIL GROUP, INC **Beltsville, MD** **1974 – 1997**

Multi-Million Dollar retail/distribution business. Public Company. Company was listed as one of the Top 100 public companies in the Washington, DC area by the Washington Post in 1988 and 1989.

- Founder and CEO. Purchased the business in a Chapter XI buyout.
- Turned company around and built it into a 46 store athletic footwear chain with 400 employees. Responsible for operations, finance, and real estate.
- Took company public in 1987. Successfully reorganized the business after a Chapter XI filing in 1990. Sold interest in 1997

CHAMPION INTERNATIONAL, INC. **Stamford, CT.** **Fortune 100 Company**

- Director – International Finance
- Manager – Financial Planning

AMERICAN CAN COMPANY, INC. **Greenwich, CT.** **Fortune 100 Company**

- Manager – Foreign Finance.
- Financial Analyst – Treasurer’s Department

CITICORP BANK **New York, NY** **Major US Bank**

Loan Officer. Developed new business and administered a portfolio of distressed secured corporate loans.

VOLUNTEER ACTIVITIES

SCORE (Senior Corp of Retired Executives) **2015 – Present**

Senior Business Advisor – Team Leader of Business Advisory Program

- Provide business advisory support to small businesses.

- Analyze and assist business owners and key management personnel in profit improvement strategies, risk mitigation, revenue enhancement, cash flow management, restructure of onerous leases, inventory optimization, collection improvement, and business valuations.
- Work with the SBA and community banks to assist clients in becoming current on SBA guaranteed loans.
- Evaluate the pros and cons of purchasing franchise businesses.

EDUCATION

BA, Economics	New York University, NY, NY	Deans List
MBA Finance	New York University Graduate School of Business, NY, NY	

PROFESSIONAL CREDENTIALS AND AWARDS

- Accredited Senior Appraiser (ASA) in Business Valuation, American Society of Appraisers.
- CIRA. Certified Insolvency and Restructuring Advisor, Association of Insolvency and Restructuring Advisors (AIRA)
- CDBV. Certification in Distressed Business Valuations (AIRA)
- Recipient of the Department of Justice 2007 “National Award for Exceptional Service by an Individual.”

Course work includes government contracting, federal financial systems, financial investigations, bankruptcy fraud, computers, and the executive leadership program at Harvard.