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Office of the Mayor
Gavin Buckley, Mayor
160 Duke of Gloucester Street
Annapolis, MD 21401-2517

AP-5-25

March 12, 2025

To: Alderpersons, City of Annapolis

From: Mayor Gavin Buckley

Re: Financial Advisory Commission

I respectfully submit for your approval the appointment of Mr. Peter Vail to the Financial Advisory Commission. This appointment fills a vacancy on the Commission. His resume is attached.

Peter Vail
1257 Washington Drive
Annapolis, MD 21403

Thank You.

GB/hrr

Reviewed by: Finance Committee

☒ Favorable ☐ Unfavorable



Committee Chair

3/19/25
Date

PETER McLAREN VAIL

Current Address

Country of Citizenship:

United States

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- Summary:** Servant Leadership, People Development, Business Development, Financial Modeling, Revenue and Cost Modeling, Valuation Analysis, Capital Market Analysis, GAAP and SOX Audit Compliance, Access Expertise, Excel Expertise, ETL and SQL understanding, Functional & Technical Experience in SAP FI, CO & PS modules,
- Work Experience:**
- Orr Group, Inc.** Washington, DC
Sr Director, Head of Finance (April 2023 – Present)
- Responsible for all cash management, investments, insurance, budgeting, and financial reporting including income statements, balance sheets and statements of cash flow
 - Use company's financial data in tandem with financial forecasting to create long term strategic financial plans and support hiring needs
 - Meet with executives and stakeholders to present data, financial reports and business strategy
 - Review project cost reports to assess overall firm profitability and proper incorporation of overheads into pricing structure
 - Instituting stronger financial controls and operational efficiencies including comprehensive vendor review and ERP solution implementations
 - Instituted regular cadence of quarterly forecasting and monthly revenue & expense revisions to provide line-of-sight to desired year end profitability
 - Expanded existing Line of Credit and established cash management strategies to benefit from higher yielding financial instruments
- Giant of Maryland,** Landover, MD
Finance Director (Jan 2018 – October 2022), **Finance Manager** (September 2014 – Dec 2017)
- Member of small team responsible for the financial management of 164 grocery store Banner of greater \$50B publicly owned grocery retail conglomerate
 - Provide insights and financial analytics including month end closing, financial statements, and corporate reporting to assess performance against financial and operational goals
 - Manage the preparation and creation process for annual budgets and forecast revisions including the construction of individual store budgets allocated from Division total
 - Prepare financial review and decision support service as required for investment in new locations and smaller Capital Expenditure Requests
 - Continuously collaborate with Operations team to identify opportunities for expense reduction and increased labor efficiency
 - Develop, maintain and disseminate weekly reporting on leading KPIs driving controllable Margin Performance by integrating data from multiple sources
 - Member of cross-functional team that received the Ahold Global "Beppie" Award in 2015 for efforts to prevent \$18M of food waste
- National Railroad Passenger Corporation (AMTRAK),** Washington, DC
Senior Financial Analyst, June 2009 – August 2014
- Member of Financial Analysis team responsible for providing financial and business analyses to constituent federal agencies, the Executive Team and the Board of Directors
 - Perform monthly reviews of account activity across all cost centers of the organization
 - Work with individual departments to identify causes for significant budget variations
 - Manage the monthly process of gathering information on entire organization's Capital activities to report to the Federal Railroad Administration
 - Analyze financial data by route and by business line to identify operational areas of improvement and further management understanding of financial impacts to operational changes in service
 - Responsible for continually implementing business reporting solutions using SAP's Business Planning & Consolidation (BPC) platform following the organization's cutover to SAP
 - Former co-chair and Finance department representative for "Safer-2-Safer" committee responsible for fostering a more collaborative management environment

Seale & Associates, Arlington, VA

Senior Associate, January 2007 – February 2009

- Performed full merger & acquisition valuation analysis including comparable trading and transaction multiples, discounted cash flow (NPV), leveraged buy-out and accretion/dilution analysis
- Developed financial models and performed research to support expert testimony cases in the fields of corporate finance and bankruptcy law
- Assisted clients with the review of their internal financials
- Constructed proforma financial statements and forecasts for clients including best/worst/likely case scenarios
- Prepared Management Discussion & Analysis of client financials for prospective buyers
- Performed industry research and capital market analysis for clients on buy-side and sell-side mandates
- Performed research on shareholder trading activity and advised public companies on defense strategies
- Developed pitch proposals and marketing materials for business development
- Developed and maintained business relationships

Accenture, Reston, VA

Client Financial Management, April 2004 - December 2006

- Recipient of Quarter 3, Fiscal Year 2006 “Beyond Excellence” Finance Community Award
- Prepared biweekly budget variance report on Department of Defense software and systems integration project
- Built and maintained revenue/cost/margin models using forecasting tools and performed Estimate-at-Complete (EAC)/Earned Value Added (EVA) analysis based on results for three multi-million-dollar government contracts with the Department of Homeland Security
- Reported monthly financial performance results and engagement metrics to Senior Managers and Partners for key decision-making
- Built and maintained numerous ad hoc databases and tools to support primary CFM roles and responsibilities
- Implemented software programs designed to ease forecasting and aid in proper project-oriented revenue recognition
- Monitored GAAP compliance and internal control processes in accordance with Sarbanes-Oxley (SOX)

Other

Activities:

Alzheimer’s Association – Greater MD Chapter

Board Member, January 2021 – October 2022

Technical

Skills:

Advanced knowledge of Microsoft Office Suite including Access, Excel and PowerPoint

SAP Business Planning and Consolidation (BPC), Hyperion Essbase and Legacy ERP Accounting Systems

Proficient with Visual Basic for Applications (VBA), SQL, SAP FI, CO & PS

Education:

George Mason University, Fairfax, VA

Bachelor of Science in Finance (Magna Cum Laude)

Minor in Economics

Cumulative GPA: 3.8