

GABRIEL H. UEBEL

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Current Roles/ Accomplishments

Splatter Inc. – Lawrenceburg, KY (May 2004 – Present)
Screen Printing, Embroidery, Graphic Design, & Promotional Product Services

Founder/President

- Founded innovative wholesale distribution network to supply educational, healthcare, corporate, political, and non-profit organizations with custom apparel and innovative advertising and marketing ideas.
- Developed strong regional sales territories in Lexington, Louisville, and Cincinnati and secondary markets in Lawrenceburg, Frankfort, and Richmond.
- Developed a “Customer First” service program that ensures our customers’ needs are met in a professional and timely manner resulting in sustainable and profitable client relationships.
- Developed internal operating procedures and systems to maintain and track client relationships, company financials, and reporting functions resulting in consistent and profitable operations.
- Recruited and developed sales representatives, core staff, and area managers to service existing and new client relationships resulting in continued month over month sales growth.
- Developed a strong internal and external production team to perform embellishment services allowing sales and service personnel to focus on customer service and client project management.
- Developed key industry relationships to procure raw materials through supply chains for on-going client projects allowing “Just in Time” and flexible production to meet our clients’ needs in a timely and cost efficient manner resulting in an industry leading fulfillment system and outstanding quality.
- Exclusive Supplier to the Phi Kappa Tau National Fraternity, resulting in positive cash flow for national fraternity and endorsing us to supply local chapters, regional and national events with quality affordable premium and branding.
- Developed and branded “Campaign Trail” on-line store for local, statewide, and national campaigns; servicing over 80 campaigns annually.
- Founded the Lexington location of Soccer Premier, resulting in largest soccer supplier of uniforms, apparel, shoes, and equipment in Kentucky, serving 95% of all recreational, select, primary, secondary, and post secondary programs.

References Available Upon Request

The Uebel Benefit Group – Lawrenceburg, KY (May 2004 – Present)
Major Medical, Supplemental, Dental, 401K Services, and Consulting Services**Founder/Principal - Broker**

- Developed independent sales contracts with Humana, Anthem, VSP, Symetria, Assurant, Colonial Supplemental Insurance, Delta Dental, and The Standard 401K product lines.
- Developed strategic relationships with Third Party Administrative resources to enhance billing, administrative support, and information technology platforms for self funded benefits, resulting in improved communication and reduced benefit costs.
- Fortune 50 guidance and analysis for employee benefit programs giving our clients a distinct competitive advantage, resulting in new account sales and growth opportunities.
- Developed, implemented, and service nationally acclaimed benefit packages for variable work force employees resulting in improved products and reduced costs.
- Provided Major Medical, Dental, and Supplemental Insurance at Georgetown Toyota Production Facility with over 1,000 employees that was resulted in over \$5 Million in annual premium.
- Service existing State of Kentucky, Lexington/Fayette County Government, and Eastern Kentucky University employees that have resulted in more than \$1 Million additional in annual premium.
- Recruited and trained representatives to service new and existing accounts allowing our sales organization to add new accounts and service existing accounts resulting in focused organization roles.

Accounting – Financial Services

Yum! Brands, Inc. – Louisville, Kentucky (November 2002-August 2004)
Revenues: \$8.4 Billion**Senior Accountant/Supervisor License Analyst, USA Control**

- Supervised Pizza Hut License team in the collection and application of \$180 million in annual sales and \$18 million in annual royalty payments.
- Produced period-end, quarter-end, and annual forecast to actual analysis to illustrate system/channel sales variances for executive management.
- Lived “Customer Mania”, encouraging a new level of customer support and improving the overall employee morale and customer satisfaction.
- Increased the accuracy and reliability of the sales reporting process for 1,900 Pizza Hut license units by streamlining the reporting, processing, and cash application of monthly royalty payments resulting in 10% increased cash flow.
- Developed and managed relationships with large operators Target, Sodexo, HMS Host, TA Operating, Compass, Marriott International, and Aramark reducing aging by \$600,000.
- Identified and developed a new systematic process to bill and collect yearly Minimum Royalties, a contract clause previously not enforced, resulting in an additional \$600,000 in revenue.
- Aided in the implementation and transition of existing general ledger and unit tracking systems to People Soft Accounting Suite by documenting existing processes, controls, and developing new cross-functional teams and efficiencies.

References Available Upon Request

**Tichenor & Associates, LLP- Frankfort, KY
Public Accounting**

(February 2002-November 2002)

Staff Accountant/ Audit Division

- Audited twenty Medicaid facilities for the state of Ohio resulting in \$5 million in savings to the state of taxpayers.
- Led seven engagements for the Administrative Office of the Courts in Kentucky documenting compliance with applicable state laws and statues.
- Produced year-end financial statements for two non-profit organizations and assisted management in the improvement of daily accounting practices.

**Kentucky State Auditor’s Office- Frankfort, KY
Governmental Accounting**

**(October 2001-February 2002)
(June 1998-August 1998)**

IT Staff Accountant/ Special Investigations

- Audited application/general controls for the State of Kentucky Information Systems identifying security vulnerabilities and suggesting corrective actions.
- Improved network security for the Kentucky Revenue Cabinet and Department of Insurance by developing and implanting network security policies and procedures.
- Researched and published local government best financial practices and trained local government leaders on use and implementation.
- Assisted the Director of Financial Audits in special research projects and high profile special investigations resulting in the conviction of local and state government officials.

Consulting/Development/Research

**The Phi Kappa Tau National Fraternity-Oxford, OH
Non-Profit**

(June 1999-May 2000)

Director of Expansion/Leadership Consultant

- Developed, Implemented, and Managed the Top Expansion Program in the Country resulting in three new chapters at Long Beach State, Virginia Tech, and Cornell University.
- Developed a nationally recognized model for selecting future campus expansion, resulting in highly favorable working conditions and optimal recruiting results.

**Legislative Research Commission- Frankfort, KY
Kentucky State Government**

(Jan. 1998-May 1998)

Legislative Intern

- Served in 1998 General Session in the Appropriations and Revenue Committee fulfilling legal research requests and bill drafting for legislators.
- Served on Committee Associates Staff conducting legal research, bill drafting, and general research per legislator requests.

References Available Upon Request

Education

Blessed Sacrament	Fort Mitchell, KY
Covington Catholic High School	Park Hills, KY
Eastern Kentucky University	Richmond, KY
B.S. in Political Science '98	
B.B.A. in Accounting '99	

Certifications

Kentucky & Indiana - Life/Health/Property/Casualty Insurance Certification
C.P.A. in Training – 2 years of accounting experience & 150 college credits with 36 Hours Account Concentration

Special Skills

Innovation, Leadership, and Dedication
Extensive Experience in Large Group Presentations

Leadership Roles

Professional

- Treasurer Elect for Revitalize Lawrenceburg Downtown (2010)
- Treasurer for Lawrenceburg Rotary Club (2008)
- Incoming Secretary for Lawrenceburg Rotary Club (2010)
- Board Member of the Lexington Area Sports Authority (2008-Present)
- Anderson County Chamber Member (2006-Present)

Athletic

- Member of Anderson County Little League Board – Fundraising (2010)
- Anderson County Boy's JV and Varsity Assistant Coach (2005-2008)
- Anderson County Recreational Soccer Coach (2009)
- Frankfort Fury Select Coach (2005 – 2009)

Member of the Phi Kappa Tau Fraternity (1995-Present)

- Domain Director – Bluegrass East (2005-Present)
- Regional Conference Host – Kentucky, Tennessee, Indiana, Ohio (2006-Present)
- Member of Board of Directors – EKU (2000-2005)
- Director of Expansion – Phi Kappa Tau National Fraternity (1999-2000)
- Chairman of Board of Governors – EKU (1998-1999)
- Chapter President – EKU (1996-1997)
- Chairman of 1st Annual Richmond Auto Expo – EKU (1995-1996)

Eastern Kentucky University (1994-1999)

- President of the Barristers Association – Eastern Kentucky University (1995)
- Team Captain of the Mock Trial Team – Eastern Kentucky University (1995-1996)
- Lead Advisor for Student Judicial Affairs – Eastern Kentucky University (1995-1997)
- Chief Justice of Student Senate – Eastern Kentucky University (1995-1997)
- Order of Omega – Eastern Kentucky University (1996-1998)

References Available Upon Request