

## **Andrew G. Adams, III**

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### **Education:**

Doctor of Jurisprudence	Mississippi College School of Law, Jackson, MS, 1993
Bachelor of Science	Virginia Commonwealth University, Richmond, VA, 1990
Diploma with Honors	Monacan High School, Chesterfield, VA, 1983

### **Experience:**

#### **May 2009- Present**

##### **Managing Member**

CSVA, LLC

Responsibilities: Consulting and Administratively Supporting Virginia Bankruptcy Attorneys (New Day Legal, Ferris-Winder, Throop Law, Kane & Papa). Significantly increasing sales for high volume Chapter 7 & Chapter 13 Practice; Managing agreement requests; Writing and proofreading Pleadings and Plans for federal courts; Preparation of Templated Client Services Agreements; Writing Motions to Incur Debt; Writing Motions to Sell and/or Purchase Real Estate; Writing Responses to Motions for Relief from the Automatic Stay; Managing a busy docket for several attorneys; CRM and automation management utilizing Keap software; Reporting to the Team regarding filing status of all leads; Notarization of all documents.

#### **May 2010-Present**

##### **Session Programmer and Professional Instructor**

Skate-A-Way Enterprises LLC, Midlothian, VA

Responsibilities: Entertaining a variety of clientele in the skating center. Building a new website for the skating center. Making flyers and other promotional announcements. Posting on social media. Building sessions, classes and senior competitive club programs. Received John Wintz Award for coaching a National Champion Skater.

#### **March 2009-December 2014**

##### **Marketing Assistant**

SB&A, Brooks Adams Research

Responsibilities: Qualitative and quantitative research; statistical analysis; feasibility studies, competitive analyses, focus groups, prospect calling.

**February 1998-June 2014**

**Substitute Teacher**

Henrico County Public Schools, Henrico, VA

Responsibilities: Managing K-12 classrooms in the absence of students' regular teacher. Creating an environment conducive to learning. Implementing lesson plans to teach students in a variety of subjects. Teaching Students appropriate usage of technology in the classroom, including I-book training; Preparing students for Virginia Standards of Learning tests.

**January 2011-June 2011**

**Claims Processor**

Brown Greer/Partner JD

Responsibilities: Evaluating claims and performing quality control measures thereon for the Gulf Coast Claims Facility, in response to the Deepwater Horizon incident in the Gulf of Mexico on April 20, 2010 on behalf of British Petroleum, Inc. under the Oil Pollution Act of 1990. Examining and classifying financial documents in support of claims for lost earnings and profits, real and personal property losses, and loss of subsistence. Performing audit measures on claims to assist with detection of fraudulent schemes, evaluating documents for proximate legal causation to determine claimants' nexus between lost earnings and the oil spill, and re-reviewing entire claims to evaluate other reviewers' assessments, and adjusting awards made in intermediate and final determination letters.

**January 2001-January 2008**

**President**

Andrew G. Adams, III, Esq. P.C., Richmond, VA

Responsibilities: Managing over 1000 consumer bankruptcy cases; Supervising staff of legal assistants; Accounts payable and receivable; Risk management; Responsible for development and oversight of profit and loss statements.

**January 1998-March 2007**

**President and General Manager**

The Cavalier Family Skating Centers USA of Henrico, Inc.

Responsibilities: Writing the business plan and proforma for the corporation, securing financing, start-up of operations, managing all aspects of daily operations, including food service operations; supervising a staff of more than 25 employees; implementing a comprehensive risk management program, and creating marketing strategies to greatly increase sales. Repositioned the business as a clean, safe family entertainment center. Established business partnerships with area schools and sponsored local athletic teams. Studied industry benchmarks and feasibility methodology to evaluate start-up of additional locations. Produced a video about roller skating.

See <https://youtu.be/hCOp8XbHPPQ>.

**September 2001-June 2002**

**Teacher**

John Rolfe Middle School

Responsibilities: Development and implementation of lesson plans to teach sixth grade students in Math and English. Studied classroom management under excellent long-time educators; increased usage of technology in the classroom, including I-book training; and prepared students for Virginia Standards of Learning tests as well as Henrico Assessment Testing. Praxis II Certification to teach Middle School English and Mathematics.

**May 1996-January 1998**

**General Manager**

The Cavalier Family Skating Centers USA, Inc.

Responsibilities: Writing the business plan and proforma, securing financing, supervising construction, start-up of operations, managing all aspects of daily operations.

**June 1995-May 1996**

**Adjunct Professor of Mass Communications**

Virginia Commonwealth University

Responsibilities: Teaching Mass Communications Courses to upper-level college students, including: Documentary, Newscasting, Advanced Television and Radio Production. Developed strong presentation and speaking skills, served as chairman of the internship and scholarship committees, initiated an alliance with WRIC-TV8 to establish the first "on-air" internship program and aired many stories on 6:00 p.m. newscasts.

**March 1993-June 1995**

**General Manager**

Skateland of Virginia

Responsibilities: Managing daily operations, managing food service operations, programming the music for a wide variety of skating sessions, coordinating with community officials to build private party business, developing marketing programs, and teaching competitive skating. Employed over 25 people from the local community for various jobs.

**January 1991-March 1993**

**General Manager; Certified Coach**

Funtime Skateland

Responsibilities: Coordinating with community officials, developing marketing programs, teaching competitive skating, and increasing sales. Wrote doctoral thesis on risk management for Roller Skating Centers, Mississippi College. Lead convention seminar for Roller Skating Association Int'l. Wrote many articles on the Roller Skating Business for the Rinkside. Received two Maggie Eng Awards for coaching national champion roller skaters.

**January 1989-December 1990**

**On-Air Talent**

WMXB, B-103.7

Responsibilities: Part-time air personality, traffic reporter for morning and afternoon drive shifts, production work, on-air news reporting for various air shifts. Worked with Bill Bevins, Don Girard and Leslie Taylor to bring Richmond local, live reports based upon real-time information.

**January 1988-December 1989**

**On-Air Talent**

WQSF, 96.5 FM

Responsibilities: Part-time air personality, on-air news and weather reports, production work.

**January 1987-January 1988**

**On-Air Talent**

Edens Broadcasting, Inc. T/A AM—1140, WRVA

Responsibilities: Part-time air personality, live on-air news and weather reports, production work on "Richmond's First Choice for Great Music and reliable information." On the air in 38 states overnight on the 50,000 watt voice of Virginia.

**September 1985-January 1990**

**Director of Marketing, Session Programmer, Roller Skating Instructor**

Golden Skateworld West

Responsibilities: Programming sessions and for developing marketing campaigns and strategies to position the center favorably with its target audience. Teaching competitive skating and working in all areas of the roller skating center.

**July 1978-September 1985**

**DJ, Professional Roller Skating Instructor, Floor Guard, Snack Bar Worker, Marketing/  
Promotions Coordinator**

Golden Skateworld South

Responsibilities: Session programmer for all school parties, churches, and all open public skating sessions. Worked on a daily basis in every capacity of the roller skating center. Attended trade shows and RSROA Conventions (Now RSA), enjoyed working with the general public and gained experience. Completed apprenticeship training for coaching, decorated the rink for various holidays, and developed advertising campaigns to help promote the skating center to its target audience.