
Darren A. Prum

821 Academic Way, Room 507
Tallahassee, Florida 32306-1110

(850) 644-0916 Office
dprum@fsu.edu

EDUCATION

Juris Doctor (JD), May 2002

William S. Boyd School of Law

University of Nevada, Las Vegas – Las Vegas, NV

Master of Business Administration (MBA), December 1997

College of Business and Economics

University of Nevada, Las Vegas – Las Vegas, NV

Intensive Accounting Principles and Practices (Graduate Certificate), August 1992

School of Business Administration

School of Accounting

University of Southern California – Los Angeles, CA

Bachelor of Science (Business Administration), March 1992

College of Humanities and Social Sciences

University of California – Riverside, CA

ACADEMIC APPOINTMENTS

The Florida State University, Tallahassee, FL	2011 to Present
Assistant Professor of Legal Studies, College of Business	2011 to Present
Regis University, Denver, CO	2006 to Present
Affiliate Faculty, School of Management, College for Professional Studies	2006 to Present
University of Nevada, Las Vegas, Las Vegas, NV	2006 to 2010
Visiting Lecturer, Department of Finance, College of Business	2007 - 2010
Adjunct Faculty, Department of Finance, College of Business	2006 – 2007
Nevada State College, Henderson, NV	Spring 2008
Adjunct Faculty, School of Education	Spring 2008

TEACHING EXPERIENCE

The Florida State University, Tallahassee, FL	2011 to Present
Courses Taught:	Legal & Ethical Environment of Business (Undergraduate Level)
Regis University, Denver, CO	2006 to Present
Courses Taught:	Ethical & Legal Environment of Business (MBA Level) Interpreting Accounting Information (MBA Level) Financial Decision Making (MBA Level) Business Law I (Undergraduate Level) Legal Environment of Business (Undergraduate Level) • Faculty Mentor to Erven Nelson (Spring 2009)

Additional Courses Certified to teach based on Faculty/Departmental review of transcripts:

- | | |
|-------------------------------|---|
| <u>Undergraduate Level</u> | <u>Graduate Level</u> |
| • Principles of Accounting I | • International Financial Management |
| • Principles of Accounting II | • Case Studies in Management Accounting |
| • Cost Accounting | • Essentials of Business Development I |
| • Business Finance | • Essentials of Business Development II |

TEACHING EXPERIENCE (continued)**University of Nevada, Las Vegas, Las Vegas, NV****2006 to 2010**

Courses Taught:	Legal Environment of Business (Undergraduate Level) Business Law I (Undergraduate Level) Construction Law (Undergraduate Level) Personal Finance (Undergraduate Level)
Curriculum:	Solar and Renewable Energy Minor Advisory Committee Business Law Minor <ul style="list-style-type: none">• Part of the ad hoc committee that streamlined the topics and text taught in the core courses of Business Law I & II and Legal Environment (Fall 2008)• Created and distributed promotional materials university wide to enhance awareness of the program which saw over a 60% increase in students declaring the minor• Construction Law – Conceived, passed through committees, developed, and taught the course as part of the Business Law Minor

Nevada State College, Henderson, NV**Spring 2008**

Courses Taught:	Legal Environment of Business (Undergraduate Level) (Online Instruction)
-----------------	---

ADDITIONAL TRAINING

- Construction Update: Nevada's Amended Mechanic's Lien Statute and Other Payment Remedies, Lorman Education Services (October 2004)
- Guest Lecturer at UNLV's College of Business (Capstone Course, 1999)
- Graduate Assistant (UNLV Department of Finance 1996-1997)
- Advanced Gaming Regulator Seminar on Casino Finance, UNLV International Gaming Institute (February 1997)
- California Basic Educational Skills Test/CBEST for Public School Teaching Credentials (Passed, April 1992)

HONORS/GRANTS

- First Year Assistant Professor Grant, The Florida State University, Summer 2012.
- 2009-2010 Teaching Award for the Department of Finance, Department of Finance, College of Business, University of Nevada, Las Vegas.
- Featured Faculty Member Representing the Department of Finance, "Research: From Classroom to Community," *UNLV College of Business Spring/Summer 2009 Newsletter*, May 2009.
- Sigma Iota Epsilon - The Honorary and Professional Management Fraternity (1996-1997)

SCHOLARLY ACTIVITIES**Publications:**

- Aalberts, R. J., Bogatz, I. S., & **Prum, D. A.** (in press). Terms of Engagement: What Does All That Contract Legalese Really Mean and How Can We Better Teach It To Our Students? Midwest Law Journal, 35 pages. (*Midwest Academy of Legal Studies in Business*)
- **Prum, D. A.**, & Aalberts, R. J. (in press). Our Own Private Sustainable Community: Are Green Covenants, Conditions, And Restrictions A Viable Alternative To A More Environmentally Sustainable Future For Homeowners? New Mexico Law Review, 48 pages. (*University of New Mexico, School of Law*)
- **Prum, D. A.**, & Medders, L. A. (in press). The Bonds that Tie: Will A Performance Bond Require That A Surety Deliver A Certified Green Building? Hastings Business Law Journal, 66 pages. (*University of California, Hastings College of Law, Lead Article Status*)
- **Prum, D. A.** (in press). The Full Faith and Credit Clause: Do Factual Executive Documents Require Equivalent Treatment Between States? U. of Florida Journal of Law & Public Policy, 23(2), 60 pages. (*University of Florida, College of Law, Lead Article Status*)
- **Prum, D. A.**, & Catz, S. L. (2012). High Speed Rail in America: An Evaluation of the Regulatory, Real Property, and Environmental Obstacles a Project will Encounter. North Carolina Journal of Law & Technology, 13(2), 247-86. (*University of North Carolina, School of Law*)
- **Prum, D. A.**, Aalberts, R. J., & Del Percio, S. (2012). In Third Parties We Trust? The Growing Antitrust Impact of Third-Party Green Building Certification Systems for State and Local Governments. Journal of Environmental Law and Litigation, 27(1), 191-235. (*University of Oregon, School of Law*)
- **Prum, D. A.** (2012). Green Building Liability: Considering the Applicable Standard of Care & Strategies for Establishing a Different Level by Agreement. Hastings Business Law Journal, 8(1), 33-64. (*University of California, Hastings College of Law*)
- **Prum, D. A.**, & Catz, S. L. (2011). Greenhouse Gas Emission Targets and Mass Transit: Can The Government Accomplish Both Without a Conflict? Santa Clara Law Review, 51(3), 935-987. (*Santa Clara University, School of Law*)
- **Prum, D. A.**, & Del Percio, S. (2010). Green Building Contracts: Considering the Role of Consequential Damages & Limitation of Liability Provisions. Loyola Consumer Law Review, 23(2), 113-146. (*Loyola University, Chicago, School of Law, Lead Article Status*)
- **Prum, D. A.** (2010). Green Buildings, High Performance Buildings, and Sustainable Construction: Does It Really Matter What We Call Them? Villanova Environmental Law Journal, 21(1), 1-33. (*Villanova University, School of Law, Lead Article Status*)
- **Prum, D. A.** (2009). Creating State Incentives for Commercial Green Buildings: Did the Nevada Experience Set an Example or Alter the Approach of Other Jurisdictions? William and Mary Environmental Law and Policy Review, 34(1), 171-207. (*College of William & Mary, School of Law*)

Publications: (continued)

- **Prum, D. A.** (2009). Lottery Tickets Sold After the Featured Prize is Claimed: Will the Courts Force the Practice to be Stopped? Gaming Law Review and Economics, 13(4), 286-297. (*Official Publication of the International Masters of Gaming Law, Lead Article Status*)
- **Prum, D. A., & Del Percio, S.** (2009). Green Building Claims: What Theories Will a Plaintiff Pursue, Who Has Exposure, and A Proposal for Risk Mitigation. Real Estate Law Journal, 37(4), 243-277. (*Lead Article Status*)
- **Prum, D. A.** (2009). Flight Check: Are Air Carriers Any Closer to Providing Gambling on International Flights that Land or Depart from the United States? Journal of Air Law and Commerce, 74(1), 71-102. (*Southern Methodist University, School of Law*)
- **Prum, D. A.** (2008). Digest of Selected Articles. Real Estate Law Journal, 37(1), 113-125.
 - Focuses on articles explaining the Small Business Liability Relief and Brownfields Revitalization Act
- **Prum, D. A.** (2007). Digest of Selected Articles. Real Estate Law Journal, 36(2), 239-252.
 - Focuses on articles explaining current issues with Green Buildings and LEED.
- **Prum, D. A.** (2003). Enforcement of Gaming Debt. Gaming Law Review, 7(1), 17-30. (*Official Publication of the International Masters of Gaming Law, Lead Article Status*)
- **Prum, D. A., & Bybee, S.** (1999). Commercial Gaming in the United States: A Jurisdictional Analysis of the Taxes, Licenses, and Fees. Gaming Research and Review Journal, 4(1), 17-41. (*University of Nevada, Las Vegas, College of Hotel Administration*)

Articles In Progress:

- Set up for Abduction and Extortion by the IRS: Does the Reporting of Interest Paid on U.S. Bank Deposits Undermine the Government's Obligation to Avoid Instigating Terrorism Abroad? (Chad Marzen, The Florida State University, co-author)
- The Next Green Issue: Considering Property Insurance for the Green Building
- The Environmentally Conscious Skies: The European Union's Cap and Trade Program for Foreign Flagged Airlines is Cleared for Immediate Departure (Kathryn Kisska-Schulze, North Carolina A&T, co-author; Chad Marzen, The Florida State University, co-author)
- Green Building with LEED: What Role Does a LEED Accredited Professional Play in a Project? (William R. Chung, LEED AP, co-author)

Invited Presentations:

- Set up for Abduction and Extortion by the IRS: Does the Reporting of Interest Paid on U.S. Bank Deposits Undermine the Government's Obligation to Avoid Instigating Terrorism Abroad? *2012 FL-GA Legal Research Conference*, Georgia Institute of Technology, Atlanta, Georgia, October 12, 13, 2012.
- *Academy of Legal Studies in Business 87th Annual Conference*, Academy of Legal Studies in Business, Kansas City, Missouri, August 7-11, 2012
 - Our Own Private Sustainable Community: Are Green Covenants, Conditions, And Restrictions A Viable Alternative To A More Environmentally Sustainable Future For Homeowners?
 - Panel Participant, LEEDigation Issues: What a Green Building Participant Needs to Know About the Law
- *ARES 28th Annual Meeting*, The American Real Estate Society, St. Pete Beach, Florida, April 20, 2012.
 - In Third Parties We Trust? The Growing Antitrust Impact of Third-Party Green Building Certification Systems for State and Local Governments.
 - Discussant, Sustainable Real Estate Funds in Europe – Radical Market Shift Expected
 - Session Chair, Green/Sustainable Development
- Terms of Engagement: What Does All That Contract Legalese Really Mean and How Can We Better Teach It To Our Students? *SALSB 2012 Annual Conference*, Southern Academy of Legal Studies in Business, San Antonio, Texas, March 8, 2012.
- Liability and Remedial Limitations in Green Buildings, *Mechanical Engineering Seminar*, Florida A&M University – The Florida State University College of Engineering, Tallahassee, Florida, November 1, 2011.
- High Speed Rail in America: An Evaluation of the Regulatory, Real Property, and Environmental Obstacles a Project will Encounter, *2011 FL-GA Legal Research Conference*, The Florida State University, Tallahassee, Florida, October 14, 15, 2011.
- Financial Issues for Medical Professionals, *University of Nevada School of Medicine, Family Medicine Residency Program*, Las Vegas, Nevada, August 12, 2010.
- Liability and Remedial Limitations in Green Building Contracts, *2010 Spring Conference*, American Association of Law Schools Contracts Section, Las Vegas, Nevada, February 26, 27, 2010.
- Financial Issues for Medical Professionals, *University of Nevada School of Medicine, Family Medicine Residency Program*, Las Vegas, Nevada, March 12, 2009.
- *William and Mary Environmental Law and Policy Review Symposium: "It's Not Easy Building Green,"* William and Mary Environmental Law and Policy Review, Williamsburg, Virginia, January 30, 2009.
 - Panel Participant on State Level Green Building Initiatives.
 - Creating State Incentives for Commercial Green Buildings: Did the Nevada Experience Set an Example or Alter the Approach of Other Jurisdictions?

COMMUNITY SERVICE

Media:

- How Green is City Center? Dave Berns, *KNPR 88.9FM (Nevada Public Radio)*, Las Vegas, Nevada, aired on "State of Nevada," December 10, 2009.
- Personal Finance Suggestions on Debt Collection Agency Practices, Reporter Annette Raveneau, *KINC Channel 15 (Univision)*, Las Vegas, Nevada, aired on 11PM newscast, March 5, 2009.
- Personal Finance Suggestions on Purchasing from Stores in Liquidation, Reporter Annette Raveneau, *KINC Channel 15 (Univision)*, Las Vegas, Nevada, aired on 11PM newscast (2009).

Other:

- Editorial Board, [Journal of Sustainable Real Estate](#), a publication of the American Real Estate Society (2010 to Current)
- Articles Reviewer, [Real Estate Law Journal](#) (2010 to Current)
- Articles Reviewer, [Journal of Real Estate Finance and Economics](#) (2012 to Current)
- Provided Letters of Recommendation for former students (Graduate Schools, Employment, and Criminal Pardons)
- UNLV Faculty Reader for University College Capstone Course
 - Brian Nebeker, Fall 2008
 - Dani Golan, Fall 2009
- Case Judge for the American Marketing Association's national student case competition: Renew New Orleans (2006-2007)

PROFESSIONAL EXPERIENCE

Pathfinder Advisors, Las Vegas, NV

2001 – Current

Provided a wide range of financial and strategic services to a variety of small businesses located in Nevada, Arizona, and California as well as law firms. For business clients, this assistance included the development of entry approaches into new markets and exit strategies for abandoning under-performing operations, the writing of business plans, and due diligence on possible target organizations. Several clients needed tax and payroll compliance solutions as well as capital budgeting, accounting system implementations, and financial statement analysis. For legal clients, this included complete forensic accounting and specialized financial analysis of an opposing party's past financial documents, estate planning and strategies with document preparation, and independent trust administrator services as appointed by Clark County District Court.

PROFESSIONAL EXPERIENCE (continued)**Southland Industries, Las Vegas, NV****2004 - 2006*****Business Manager, Southwest and Maximum Fire Protection Divisions***

Responsible for implementing and managing the financial, legal, and human resources operations for the \$70M mechanical contracting and the \$35M fire sprinkler divisions, providing construction and maintenance/inspections/repair services through 8 different business units in 2 different geographic locations (Las Vegas and Reno, Nevada) with multiple union and nonunion contracts.

Key Results:

- Managed and coordinated all financial functions of both divisions including operational and capital budget activities and forecasting.
- Provided financial analysis and assisted in determining both divisions' overall strategies.
- Managed both divisions' semi-monthly financial forecasting and reporting package on each division's, business unit's, and project's performance. (2 divisions and 8 business units)
- Developed both divisions' overhead, recharge, and burden rates.
- Reviewed and revamped both divisions' payroll processes and procedures which included timecard collection, submission to central processing, and pay check delivery systems.
- Managed the Accounts Receivable and Cash Receipts functions for both divisions.
- Developed Accounts Receivable programs to increase cash flow, company liquidity, and average collection times to under 60 days in both divisions.
- Filed, plead, and enforced local court actions to collect payments from extremely slow paying clients.
- Provided internal legal reviews of contracts.
- Managed the company vehicle and cellular telephone programs for the fire sprinkler division.
- Provided primary point of contact for human resources issues with all divisional employees.
- Plead and tried state unemployment insurance hearings in multiple states without a loss.

Perلمان Architects Inc., Henderson, NV**2004 - 2004*****Director of Finance***

Member of the executive management team and the primary person responsible to the owner of the firm for managing all financial operations for this \$12M organization with offices in Nevada, California, and Arizona. Architectural, design and tenant improvements services were provided to clients in the western United States and China. These services included Residential, Commercial/Retail, Mixed-Use, National Accounts, and Public-Use type projects.

Key Results:

- Managed and coordinated all accounting & finance functions of the 3 companies and related staff.
- Developed and implemented company-wide financial controls and procedures, financial reporting packages, and project financial reporting.
- Created and implemented each organization's benefit and overhead cost models.
- Educated accounting staff on proper GAAP accounting techniques.
- Managed and developed compliance programs for difficult IRS issues inherited from the previous financial manager.
- Developed Accounts Receivable programs (including the placement of liens) to reduce large balances and increase Cash Flow.

PROFESSIONAL EXPERIENCE (continued)

Raytheon Systems Company, Las Vegas, NV

1997 – 2001

Controller, Range Systems Support

Responsible for implementing and managing the financial operations for this \$100M division, providing support services to the US Government on major weapon systems and military installations. These services included repair, maintenance, training and logistic support for these systems, as well as construction. These services were provided in 51 different geographic locations around the world.

Key Results:

- Re-engineered and automated the division's financial reporting processes in an aggressive 18-month timeframe to support a follow-on major merger.
- Developed and implemented a division-wide monthly financial reporting package on each program's performance.
- Provided financial guidance to a program manager to help turn around a program losing over \$3M.
- Developed and implemented cost control strategies for the division and its programs, including a cost containment approach that avoided \$1.5M in losses in one program and severe cost overruns in two additional construction projects.
- Managed and coordinated all financial functions of the division including operational and capital budget activities and forecasting.
- Developed the division's and programs' overhead and fringe benefit rates.
- Provided financial analysis and assisted in determining the division's overall strategy for meeting corporate objectives.
- Developed and briefed the division's financial performance at senior management program reviews.
- Managed the Accounts Receivable and Cash Receipts functions of the division's programs.
- Managed, coordinated, and developed financial strategies/models on government proposals.
- Represented the division on the SAP Accounting Software implementation team.
- Guided the financial transition of the division through the Hughes Aircraft Company/Raytheon merger.

The Ralph M. Parsons Company (Parsons Engineering), Pasadena, CA 1994 – 1996***Assistant Accountant***

Managed and coordinated all functions of the General Ledger for the \$2.0B engineering-construction company. Provided counsel on General Ledger issues relating to the company's complete renovation and system migration to new accounting software; while managing, maintaining, assembling, and implementing the Fixed Asset capitalization system. Also, prepared and implemented all accrual accounts and provided Bank Statement analysis, consultation, and reconciliations.

Colonial Insurance Co. of Ca. (Nationwide Insurance), Anaheim, CA 1993 – 1994***Rate Analyst***

Systematically analyzed, developed, and implemented a major renovation to CICOC's vehicle symbols for the non-standard automobile insurance market. This required the development of a detailed database and library of the automotive industry, customer base, and competitor rates. Also, was responsible for the maintenance of the policy forms and endorsements, as well as for all Pricing Department legal contracts. In addition, was responsible for the capital budgeting analysis and preparation of Investment Income Statements that were filed with each state Department of Insurance.

PERSONAL INFORMATION

~ Conversant in Spanish ~

~ FAA Licensed Private Pilot ~

~ Member of the Academy of Legal Studies in Business ~

~ Member of the Southern Academy of Legal Studies in Business ~

~ Admitted to Practice Law in: New Mexico (State Courts),
U.S. District Court (New Mexico), 10th U.S. Circuit Court of Appeals ~