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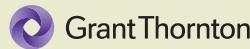
Advertising Supplement

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Los Angeles Business Journal's Fifth Annual CFO of the Year Honorees continued



NONPROFIT

SONHUI ROBILOTTA, EXCEPTIONAL CHILDREN'S FOUNDATION

SONHUI "Sunny" Robilotta joined the Exceptional Children's Foundation (ECF) in December 2004 as the agency's Controller and in 2007 was promoted to the Vice President of Finance. As the largest nonprofit organization in California that offers a continuum of services for children and adults with developmental, learning and emotional disabilities, Robilotta is responsible for a \$24 million operating budget that supports 15 service sites throughout Los Angeles County, and all the management oversight connected with the agency's accounting department.

Highlights of her work at ECF include: developing and implementing accounting policies and processes, as well as internal control systems; monitoring \$13 million in investment accounts; working with program directors and managers to educate and inform them about their specific budget issues and concerns; assisting the CEO to develop effective strategies to address significant

State funding cuts that have impacted the agency over the past three years; and regular reporting the Board on all budget, audit, investment, and contract compliance activities.

When Robilotta was hired seven years ago, ECF's operating budget approximated \$12 million. Over the past seven years, the organization's revenue streams have diversified and doubled to \$24 million. Currently, under her financial leadership, ECF operates with revenue streams from the State Department of Developmental Services, multiple school districts in LA County, Medi-Cal, product and service contracts, HUD, County Department of Mental Health and private philanthropy. In times of growth, Robilotta has devoted the time and effort needed to expand the accounting systems and infrastructure of ECF to accommodate the growth of these revenue streams, punctuated by a merger in 2008 that doubled the size of the organization.