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**Application for Appointment to Board, Commission, Committee, Task Force or Position**

Applicants appointed by the Board of Supervisors will be required to take an oath of office. All applications will be kept on file for one year from the date of application.

**Public Records Act**

Applications are public records that are subject to disclosure under the California Public Records Act. Information provided by the applicant is not regarded as confidential except for the addresses and phone numbers of references and the applicant's personal information including home and work addresses, phone numbers and email address.

**Form 700 Conflict of Interest Code**

[California Fair Political Practices Website](#)

Please note that appointees may be required by state law and county conflict of interest code to file financial disclosure statements.

**Which Boards would you like to apply for?**

Napa County Deferred Compensation Board of Control: Submitted

**Category of Membership for Which You Are Applying**

Board Seat Vacancy

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**Profile**

Kevin

First Name

S

Middle  
Initial

Zeigler

Last Name

[REDACTED]

Email Address

[REDACTED]

Home Address

Suite or Apt

Napa

City

CA

State

94559

Postal Code

**Which supervisorial district do you reside in? \***

☒ District

To find your supervisorial district go to <https://www.countyofnapa.org/1334/About-the-Board>, click on "Look Up My District" and enter your address.

[REDACTED]

Primary Phone

Superior Court of California,  
County of Napa

Employer

Chief Financial Officer

Job Title

Accounting

Occupation

## Education/Experience

University of Southern California, BS 1994 Consumer Products with increasing experience in Financial and Operations for over 30 years.

## Name and occupation of spouse within the last 12 months, if married. (For conflict of Interest purposes)

Kimberly Zeigler, Office Manager Sojourn Cellars, Sonoma

## Resume

[Zeigler Kevin Resume.doc](#)

Upload a Resume

[NDCBC\\_CFO\\_Ltr\\_FINAL.pdf](#)

Letter of Recommendation or Supplemental Attachments

## Professional or occupational license, date of issue, and expiration including status

## References: Provide names and phone numbers of 3 individuals who are familiar with your background.

I [REDACTED] er, [REDACTED], Retired, Previous CFO Napa [REDACTED] urt Bob Fleshman, [REDACTED]  
[REDACTED] CEO, Napa Superior Court Heidi Van de Ryt, [REDACTED], Court Executive  
A [REDACTED] Napa Superior Court

## Community Participation

### Please explain your reasons for wishing to serve and, in your opinion, how you feel you could contribute.

I would like to serve of the Deferred Compensation Board of Control in order to use my experience to better guide decisions regarding Deferred Compensation for the public servants of Napa County. Being a Member of the Board would allow me to apply my past experience in choosing plans, funds and the like that would work best for both the employer and employee in creating benefits that is attractive for new and current employees while maintaining a sustainable expense for the employer.

### Nature of activity and community location

## Other County Board/Commission/Committee on Which You Serve/Have Served

N/A

**Public Actions that may impact Credit Rating (List all court or other public administration actions impacting your credit rating within the past ten (10) years)**

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## **Electronic Signature Agreement**

**I meet the criteria required to serve in this position.**

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☒ Yes ☐ No

**I declare under penalty of perjury that the foregoing is true and correct.**

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☒ Yes ☐ No

**Please Agree with the Following Statement**

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**By checking the "I agree" box below, you agree and acknowledge that 1) your application will not be signed in the sense of a traditional paper document, 2) by signing in this alternate manner, you authorize your electronic signature to be valid and binding upon you to the same force and effect as a handwritten signature, and 3) you may still be required to provide a traditional signature at a later date.**

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☒ I Agree

**Electronic Signature (First M. Last)**

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Kevin S Zeigler

**Date**

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1/17/25

# KEVIN ZEIGLER

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## CHIEF FINANCIAL OFFICER, OPERATIONS OFFICER WITH STRATEGY AND VISION

- Small and Large international wine companies
- Small entrepreneurial high-growth food manufacturing company
- Building sustainable growth in market expansion, customer development, distribution network creation and product innovation
- Financial analysis to take advantage of market opportunities, budgeting with strategic vision and objective based goals.

## PROFESSIONAL EXPERIENCE

**SUPERIOR COURT OF CALIFORNIA, COUNTY OF NAPA**, Napa, CA 4/23-Present  
California Superior Court which handles all civil, criminal and juvenile court, legal and dependent cases in the county of Napa.

### Chief Financial Officer

- Employee Development
  - Responsible for training, building and mentoring current staff and interview and hire new staff for departmental needs and growth
  - Provide financial, strategic and tactical direction for Union contract negotiations for Court personnel
- Financial
  - Create, Distribute and Implement Annual Budgets to all divisions based on Budget mandates provided by the State. Allocate funding to all divisions based on needs and newly implemented Court programs along with all needed documentation and stipulations of distributed funding
  - Present Monthly, Quarterly and Annual actuals and budgets, variance status reports, projection of annual results, and cash flow estimates as compared to State budget so as to maintain the required spending and ongoing funding needs and recommend any needed spending changes or adjustments for divisions to remain within budget
  - Responsible for all fund distributions for State, County and Legislative mandates and necessary monthly reporting by divisions for use of funds
- Contracts and Legislative mandates
  - Create, Amend and Terminate annual contracts with outside attorneys, vendors, interpreters, doctors and IT companies for Court needs and annual budgeting and reporting
  - Review all possible Legislative changes for adjustments to budgets, reporting and processing of fines and fees received by the Court and mandated by State, County and Legislative actions
  - Responsible for all Project Management of Court improvements including building, IT and personnel adjustments
  - Responsible for distributing Court annual budget throughout Court divisions and departments based on current needs and enhancements
  - Create and implement California State and Napa County Grants, Special Funding and Legislative mandates for proper fund handling and distribution for requirements specific to funding

**GLOBAL WINE BRANDS/LEGEND NAPA VALLEY – (New)**, Napa, CA 10/20-Present  
Privately Owned startup wine company located in Napa Valley with multiple brands and Custom Crush Facility in Napa Valley.

### Chief Financial Officer

- Compliance
    - Set up all necessary compliance and licensing for selling of wine for Federal, State and Local agencies for the selling of wine to customers
    - Coordinated with third party bottling winery to register COLA requirements and labeling needs
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- Responsible for transferring of all licensing from newly purchased Custom Crush Winery (12/2022) from previous owners
- Financial
  - Financial modeling for cash needs during winery and brand integration at new winery for sustainable growth and financial stability
  - Tax reporting and financial reporting to government agencies
  - Produced investment documentation for potential investors including corporate structure design and projected profitability and cash flows.
- Contracts
  - Created sustainable Custom Crush pricing structure and Custom Crush contracts for customers
  - Created business entities' Operating Agreements for desired corporate structure and ownership needs including structure creation and registering with governmental agencies
- Supply Chain
  - Built Supply Chain for all necessary bulk wine, packaging, transportation, warehousing and selling needs to produce and sell cased goods in market

**LUNA VINEYARDS, INC – (+12MM)**, Napa, CA

9/16-10/20

Privately Owned wine company located in Napa Valley with multiple brands.

**Chief Financial Officer**

- Implemented Planning/Budgeting/Forecasting Models
  - Created 5 year Plan that is broken down into long term and short term goal setting based on 5 Year Corporate strategy
  - Efficient modeling of inventory needs based on plan
  - Created dynamic cash flow forecasting based on 3/6/9/12/24 month needs and updated weekly
  - Increased efficiencies in financial reporting with ad-hoc capabilities.
- Vineyard Management
  - Responsible for financial reporting of Owned Vineyard properties in Napa Valley
  - Implemented grape sale contracts with customers and fruit allocation among all and potential buyers
  - Worked with Vineyard Management vendor to replant needed vines and to increase production on current vines
- Implemented Corporate Bonus plan
  - Executive based bonus plan based on Corporate Strategy and 5 year goals
  - Incorporated Company, Departmental and Personal goals into single plan
- Contract Negotiations
  - Growers, vineyard management, vendors, logistical companies, warehousing facilities.
- Maintained business relationships and business interaction with
  - Banking institutions for short term and long term cash needs
  - Legal and Financial Advisory firms as well as lead liaison for all internal/external audits, tax/legal issues

**THE PERFECT PUREE OF NAPA VALLEY, LLC - (+\$25MM)** Napa, CA

1/05-6/16

Privately Owned Entrepreneurial Beverage based Manufacturing company serving the Food Service in both domestic and international channels

**Chief Financial Officer/Chief Operating Officer**

- Delivered a 500% increase to revenue
  - Consistent year-over-year increases in revenue, units and earnings while maintaining margins, expenses and product quality during my current tenure of 11+ years.
  - Restructured through personnel upgrades, process improvements, and optimized sales structure.
  - Increased market penetration by implementing/contracting regional distribution centers decreasing company warehousing and logistical costs.
- Implemented MRP business system
  - Improved all data throughout supply chain resulting in increased customer response time
  - Efficient modeling of inventory needs



- Created audit trail for transactions
  - Increased efficiencies in financial reporting with ad-hoc capabilities.
- Managed organization that included
  - Creation and Implementation of SOP (Standard Operating Procedures) for increased efficiencies and enabled a continuous flow of business knowledge should turnover occur.
- Drove 96 % actual to budget results over past 3 years
  - Developed dynamic rolling budgeting based on overall company strategy and directives.
  - Drove increased accountability.
- Contract Negotiations
  - Third party manufacturers, production facilities, logistical companies, warehousing facilities.
  - Negotiated sales agreements with large national multi-unit (>100) upscale casual restaurant chains, large multi-unit (>100) hotel chains, unique upscale hotel/casino concepts and mid-size (>25) multi-unit regional chain accounts.
- Created and maintained business relationships and business interaction with
  - Outside Tax CPA
  - Legal and Financial Advisory firms as well as lead liaison for all internal/external audits, tax/legal issues
  - Implementation of Benefits and 401K plans for Company.

**ROBERT MONDAVI WINERY (Imports Division - +\$50MM)**, Napa, CA

2000-01/05

Publically traded wine company located in Napa Valley with global presence (Chile and Italy) and multiple brands at all price points.

**Director of Finance & Logistics**

- Negotiated pricing with international partners and producers
  - Based on desired margin levels and contribution expectations of partnerships
  - Creating Partnership value increase
  - Increased Market penetration within the US market
  - Sustainable funding for Imports Division.
- Monthly and quarterly reporting for senior management and partnerships/producers
  - Current conditions in the marketplace and financial status of the Imports Division.
  - Calculating, reconciling and distributing promotional funding through Distribution Network for all promotional activities.
  - Integrated all financial budgeting and financial reporting with Mondavi Corporate Finance team on a monthly, quarterly and annual basis so as to create a seamless flow of information between Mondavi Corporate
- Created and Implemented Control Protocols within Imports Division
  - Expenses, funding requirements for promotions, profitability and intercompany money needs for hedging international currency risks with Mondavi Corporate Finance team.

**BERINGER WINE ESTATES (+\$350MM)**, Napa, CA

1998-2000

Privately Owned (investment group backed) wine company located in Napa Valley with multiple brands, most notably the White Zinfandel category.

**Senior Cost Accountant**

- JDEdwards implementation
  - Assisted in the implementation allowing each location to transfer product from one winery/warehouse to another.
- Developed MS Access database
  - Automatically calculate Excise Taxes due through macros and downloads from AS400 inventory transactions resulting in a headcount reduction due to automation.

**ERNEST & JULIO GALLO WINERY (+\$1.1B)**, Modesto, CA

1995-1998

Privately Owned wine company with multiple brands and national distribution facilities.

**Operations/Financial Analyst**



- Coordinated monthly distributor (Gallo directed) activity to Winery. Including Financial Statement analysis and summarizing of monthly activity to management as well as conducted yearly Operation Audits at facilities.
- Implementation of JDEdwards at two distributors.

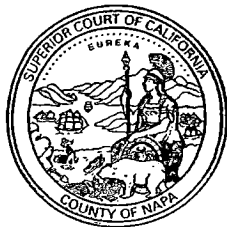
## **EDUCATION**

1994      **University of Southern California**, Los Angeles, CA  
Bachelor of Science, Business Administration (Emphasis: Finance)

## **TECHNICAL CAPABILITIES**

Advanced working knowledge of AMS, Microsoft Excel, Navision MRP (including report creation within Navision and form/report modification), JetReports, JDEdwards, Essbase and proficient in Microsoft Word, Outlook, Powerpoint, Peachtree and Crystal Reports





# Superior Court of California County of Napa

Court Executive Officer  
Robert E. Fleshman

January 17, 2025

Assistant Court  
Executive Officer  
Trina Edwards

County of Napa Deferred Compensation Board of Control  
County Executive Office  
1195 Third Street, Suite 310  
Napa, California 94559

Chief Financial Officer  
Kevin Zeigler

To Whom it May Concern:

I am writing on behalf of Napa County Superior Court Chief Financial Officer Kevin Zeigler and his interest in serving on the Napa County Deferred Compensation Board of Control. Kevin has been an employee at the Court for nearly two years after joining our team from the local private sector. In wine and various consumer product companies, he held senior management positions in which he was responsible for finances and related benefit programs offered to employees. All companies offered a well-rounded health benefits and deferred compensation options. Kevin was responsible for negotiating the benefit contracts and the deferred compensation options for the employees where he considered the collective benefits for both employee and employer.

In the time Kevin has been part of my team, I have seen him apply his fiscal prowess to navigate the oftentimes tricky machinations of government funding---both in years with new funding and those with funding reductions—all while ensuring the Court meets its obligations to staff. This has been accomplished through his involvement in union negotiations and the annual budget development process. Kevin has shown the ability to not only understand the complex information, but also to make clear and simple recommendations based on court priorities and guidance. He would serve the board with distinction, provide great value, and represent all court/county employee investments with the highest level of integrity.

With that, I strongly recommend Kevin Zeigler for the open seat on the Napa County Deferred Compensation Board of Control.

Sincerely,

Robert E. Fleshman  
Court Executive Officer

Telephone  
(707) 299-1100

Historic Courthouse  
825 Brown Street  
Napa, CA 94559-3031  
FAX: (707) 299-1250

Criminal Courthouse  
1111 Third Street  
Napa, CA 94559-3001  
FAX: (707) 253-4673

Juvenile Courthouse  
2350 Old Sonoma Road  
Napa, CA 94559-3703  
(site address only –  
no mail delivery)