

Manuel "Manny" Cosme  
President & CEO

An entrepreneur with diverse accounting experience and a love for sharing knowledge, Manuel "Manny" Cosme is driven to help other small businesses. Working in large and small companies - and for himself - Manny witnessed that ongoing struggles with financial responsibilities often hold businesses back from their goals. He saw a solution and made it happen.

"I envisioned a proactive approach, a way to spot issues before they grow into problems and I created a company to fill that gap," he said. CFO Services Group supports new, small and growing organizations with scalable accounting expertise and services beyond typical bookkeeping or tax firms.

With more than 20 years focus on managing finances and administration, Manny has the high-level experience and training that his clients need and want.

Teaching clients to understand their reports is a priority. "I help small business owners make decisions based on their financial statements," he said. For example, he encourages weekly discussions of cash flow projections. "Can I cover my obligations? Do I need a line of credit? How does that work at the bank? These are all things I can help clients learn."

Manny graduated summa cum laude from the School of Economics and Business Administration at Saint Mary's College in California, with a dual major in Accounting and Economics and a minor in Mathematics.

He worked as a financial statement auditor in a national public accounting firm and left to join a small accounting firm focusing on bookkeeping, payroll, and tax preparation for small businesses. He jumped at the opportunity to purchase the payroll processing portion of the business and incorporated it under the name of PBSG, Inc. After three years, he successfully positioned the company and sold it to a major competitor, Fortune 500 payroll company ADP.

Having realized how much he loved running a business, Manny began looking for an opportunity to create one from the ground up as he gained more management experience. He became the accounting manager for the California Hispanic Chambers of Commerce and then moved across the country to accept the position of Chief Financial Officer for the United States Hispanic Chamber of Commerce in Washington D.C.

After three years as CFO, Manny felt the time was right to launch his new business. He created CFO Services Group in 2012 and looks forward to building a national clientele. “I believe in the entrepreneurial spirit and I believe in helping others.”

Manny credits his training as a relationship coach and his spiritual studies for his approach to understanding and advising his clients.

“Listening, educating, being proactive. Those are the ways I can make a difference,” he said. “Owners seem comfortable talking to me and that helps head off problems.”

Manny has won several awards, including 2024 Small Business Person of the Year for District of Columbia, Washington DC, by the U.S. Small Business Administration (SBA), Hispanic Small Business of the Year by the Greater Washington Hispanic Chamber of Commerce, LGBTQ Business Leader of the Year by the Washington Business Journal, and Best Accounting Firm by the Washington City Paper. He is active in the community, recently serving on the Board of Directors for the Greater Washington Hispanic Chamber of Commerce, Equality Chamber of Commerce, and the DC Tech and Venture Council, and is an active member of the Entrepreneur Organization’s DC Chapter. He has been featured in the Wall Street Journal, Latino Leaders Magazine, and several of the U.S. Chamber of Commerce + Inc. Magazine Small Business Town Hall sessions.

Manny enjoys living in the vibrant D.C. area and down time often includes video games, yoga, camping and hiking.

#### Credentials & Accolades:

- Certified Public Accountant (CPA)
- QuickBooks Certified ProAdvisor
- Bachelor of Science, Accounting and Economics, Summa Cum Laude, Saint Mary's College of California
- Associate Certified Coach for Business, International Coaching Federation (ICF)
- Best Accounting Firm (by Washington City Paper)
- LGBTQ+ Business Leader of the Year (by Washington Business Journal)
- Hispanic Small Business of the Year (by Greater Washington Hispanic Chamber of Commerce)

***LinkedIn Profile: <https://www.linkedin.com/in/mannycosme/>***

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Manny holds a BS in Accounting and Economics from Saint Mary's College of California. He enjoys living in the vibrant D.C. area and is an active member of his spiritual community. Down time includes video games, yoga, camping and hiking with his husband and dog.

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