



Andy Wondra

Principal, Senior Consultant at Profit Builder Networks
Co-Founder and President at Tracking Action

Andy graduated with a Finance major from UMD and then started his career at North Star Resource Group as a Financial Advisor. He had success building a small practice but wanted to work more closely with the business owner clients he had been engaged with, and with other business owners, to help them “profit build”. Since 2006 Andy has worked closely with PBN founder Ted Capistrant. In 2009 he became a partner of the firm.

For over 10 years Andy has been working hard to create incredible value for companies. With his experience and education in finance, Andy works for companies as an interim CFO/Controller or in collaboration with existing personnel to help companies get traction on critical projects or achieve certain metrics.

In 2012, Andy and Ted went live with Tracking Action, a web based strategic planning and performance management tool that helps closely held businesses create a master PLAN for the organization. Cascade goals and strategies to supplemental department and individual plans for key people. The system also helps companies actively TRACK progress towards accomplishing commitments. Finally, to close out the “performance feedback loop” an appraisal functionality allows for FEEDBACK on plan content. This often is provided from owners to key leaders and from advisory or governance boards to ownership. Having this discussion based on actual work performance can actually be beneficial to both sides of the discussion, and the company. Tracking Actions helps companies turn talk into work.

Andy plays a major role both internally and with our clients at Profit Builder Network. Andy does all of the things that no one thinks about and then some. He makes sure that we are on budget and strives for continuous improvement and efficiency, and then he does the same for a client’s businesses.



“Andy Wondra and PBN are excellent at helping businesses achieve their full potential. Their ability to cut through surface noise and help owners achieve their goals is amazing. If your business struggles in any way or you want to position yourself for a successful and profitable exit, I highly recommend having a conversation with Andy.”

- Robert Dew
President, Black | Dew