

Don Owen
Partner



Select Executive Experience

Stress Engineering Services, Inc. (2022-2023)

Interim CFO

Equity Advisors (2019-2021 and 2002-2013)

Founder and Managing Member

Empresa Energy IV, LLC (2013-2019)

Vice President and CFO

Rebowe & Company, APC (2000-2002)

Senior Manager

University of New Orleans (1998-2000)

Adjunct Professor

Owen Home Center (1985-1991)

COO

Core Competencies

CFO

Financial Planning and Analysis

Restructuring & Bankruptcy

Strategic Advice

Mergers and Acquisitions

Financial Reporting

Corporate Finance

Private Equity

Treasury Management

Internal Controls

Executive Profile

Don is a Partner on the South Texas team of SeatonHill. Don is a successful financial executive with extensive experience solving problems, developing strategies and capital structures, and operating benchmarks to optimize cash flow and stakeholder value accretion. He creates strategic solutions and provides candid advice to both healthy and troubled companies across a range of industries. With over 28 years of senior executive experience, Don has led the financial operations of fast-growing companies, driving private company buy and sell side M&A initiatives, and serving as a court-appointed debtor's financial advisor in U.S. bankruptcy court. Don has developed financial planning models to evaluate feasibility and risks ranging in size from \$5 to \$100 million. He has also provided valuation, litigation, and bankruptcy support where he calculated and refuted financial damages ranging into the billions.

Industry Experience

Professional Services

Private Equity

Retail

Design

Financial Advisory

Academia

Energy

Education & Certifications

Master of Business Administration in Finance Accounting

Tulane University

CPA

State of Louisiana

Accredited in Business Valuation,
AICPA



Our partners have deep experience across multiple industries, and can quickly integrate into your organization to provide the insights you need to succeed in today's marketplace.

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Key Experience

Stress Engineering Services Company: As Interim CFO, Don was specifically requested due to his extensive expertise and calm demeanor to resolve a myriad of challenging accounting issues and various people issues. Don stabilized the accounting team without losing any personnel. He restored confidence with outside auditors and began the delayed audit, ultimately completing it. Don also restored confidence in the D365 implementation process and managed it to completion. He determined the incumbent Controller was very capable and worked with her to restore the confidence of the board in the accounting and financial control systems, including timely monthly reporting and proactive analytics. Through an accurate, rolling 13-week cash flow model, Don restored the confidence of the banking partner in financial reporting and cash modeling. Most notably, he was crucial in closing a 100% ESOP recapitalization transaction which had been in process well before he came on board.

Oil and Gas Exploration Company: As Vice President and Chief Financial Officer, Don provided financial and strategic advice beyond the numbers to senior management for both short-term and long-term growth to maximize cash flow and equity value. He developed a corporate strategic plan in partnership with executive team members. Don also developed financial planning models to evaluate feasibility and risks associated with corporate strategy, capital structure, private equity waterfall returns, annual budgets, and selected projects ranging in size from \$5MM to \$100MM. He raised two rounds of private equity, \$50MM initial and \$60MM subsequent. Don obtained competitive terms by creating competition among providers and understanding market developments. He directed financial operations including the preparation of monthly financial statements and reports, audited annual financial statements,

and external audit firm relationship (monthly reports ranged from well and field-level reporting to capital expenditure analyses). Don prepared monthly financial statement analyses, lease operating statement analyses, and presentations to management. He integrated acquisitions of four producing properties that held approximately 40 producing wells over 15,000 mineral acres. Don increased realized oil prices by approximately \$4 per barrel by renegotiating oil purchase agreements. He also prepared weekly, monthly, and 13-week cash forecasts and monitored cash balances daily.

Fuel Distribution Company and Operator: As Debtor Financial Advisor for this fuel distribution company and operator of 100 convenience stores, Don joined after the company filed for Chapter 11 bankruptcy protection following a period of growth. He led strategic planning and analysis and formulated and negotiated the bankruptcy plan. Don performed four wall analyses, prepared financial forecasts, and developed 13-week cash flow budgets, and the reorganization and store disposition plan. This analysis led to the claims summary which included \$35 million in secured debt, \$7 million in government debt, and \$5 million in unsecured debt. Within six months the bankruptcy court confirmed the debtor's plan of reorganization.

Home Center and Contractor: As COO for this \$8 million retail lumber and home center construction contractor, Don was responsible for accounting, financial reporting, general contracting, and retail operations. This included commercial and residential construction project management, marketing and merchandising, and treasury functions such as cash management, banking relations, and corporate insurance. Don improved communications with clients and motivated and monetarily incented subcontractors who delivered quality building on time and on budget.

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For more information contact:

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Key Experience (continued)

Financial Advisory: As Managing Partner, Don supervised a staff of nine litigation support/business valuation/financial advisory consultants, responsible for engagement planning through delivery, staff training and development, business development, and division profitability. For Financial Advisory, he negotiated terms and conditions of private equity and venture capital transactions on behalf of clients; mediated shareholder compensation disputes; structured and negotiated employment and shareholder agreements; analyzed, structured, and modeled complex financial transactions. For Business Valuation, he prepared business valuations in matters related to private equity funds, mergers and acquisitions, bankruptcy, shareholder litigation, and estate and gift matters. For Litigation Services, he provided financial, economic, and business consulting to attorneys and other parties in connection with investment advisors, shareholder disputes, bankruptcy disputes, calculating and refuting monetary damages, and lost profits. Litigation claims ranged from millions to billions of dollars.

Private Debt Fund: As a Member of the Financial Advisory Team for this middle-market oilfield service company that provides contract drilling and completion engineering, Don joined after the company suffered a sales decline of 66%. At the request of the lender, Don prepared a rapid assessment of the company's operational state and financial reporting and developed a preliminary scope of work to support strategic, operational, and financial solutions and alternatives.

University Adjunct Professor: Don was an Instructor of entrepreneurship and emerging growth companies. His instruction methods utilized case studies to emphasize "real world" implementation of theories and concepts. Key areas of concentration included Benchmarking, Mergers and Acquisitions, Business Valuation, Private Placements, Case Studies, Solution Implementation, Financing Growth, Strategic Analysis, Initial Public Offerings, and Wealth Transfer.

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