

Michael Kunk Partner



Select Executive Experience

**Drewery Construction Company
(2021-2025)**
CFO

Thaler Machine Company (2020-2021)
CFO/Partner

Alliance Industries, Inc. (2014-2020)
CFO

**Animal Science Products, Inc.
(2007-2014)**
CFO/COO/Partner

**Burns, Morris & Stewart/FrameSaver LP
(1997-2007)**
CFO/GM/Partner

Core Competencies

Mergers and Acquisitions

Due Diligence/Valuation Modeling

Private Equity/Investor Relations

Multi-Divisional Financial Planning,
Analysis and Consolidations

Finance, Accounting & Budgeting

Manufacturing/Production

Cost Methodologies/Variance Analysis

NVA/Process Improvements

Business & Information Reporting
Systems

IT Operations Management -
Integrated ERP/SQL/SRS

Software Implementations

Business Integrations (PMI)

Purchasing and Warehouse
Management

SMB and Family-Owned Entities

Contract Negotiations

Treasury and Risk Management

Human Resources/Benefits

Transportation/Logistics

Executive Profile

Michael Kunk is a Partner on the Texas-South team of SeatonHill. He is a seasoned financial executive with more than two decades of CFO experience across public companies, nonprofits, SMB's, and family-owned businesses. Michael is a collaborative, service-driven servant leader with deep expertise in accounting, costing, financial operations, and performance management. His background spans percentage of completion accounting, job costing, bonding, and complex multi-divisional reporting. Michael's strategic insight helps owners and executives uncover opportunities, resolve operational issues, and strengthen profitability. His advisory work includes operational improvement, purchasing and inventory optimization, IT and software implementations, reporting and KPI/KLI development, tax strategy, generational transition planning, NVA process elimination, cash flow enhancement, and successful organic and inorganic growth initiatives. He brings a comprehensive, results focused approach that positions him as a trusted strategic advisor for organizations seeking stronger financial performance and sustainable growth.

Industry Experience

Small Medium Businesses (SMB)

Private/Family-Owned Entities

Manufacturing

Construction

Machinery Construction

Consumer Products

Distribution

Retail

Motorsports

International

Professional Services

Non-Profit

Education & Certifications

MBA in Finance

Wayne State University

BA in Accounting

Hillsdale College

Certified Public Accountant (inactive)

SEATONHILL™

SeatonHill Partners, LP
777 Main Street, Suite 600
Fort Worth, TX 76102

www.SeatonHill.com

© 2026 SeatonHill Partners, LP | All rights reserved

For more information contact:

Michael.Kunk@SeatonHill.com



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.

Key Experience

Construction Company: Michael served as CFO for this 45-year-old, 3rd-generation family-owned business, which added 4 new diversification entities with plans to add more as part of a comprehensive growth strategy. He provided guidance with strategic organizational structure, sales, and operational performance activities along with enhanced job performance, POC/ Job Cost accounting, and FPA reporting for better, data-centric decision-making. Collectively, his efforts resulted in substantial EBITDA growth to over \$7M in three years.

PE Acquired Defense Contractor: Michael served as CFO/Partner for this recently acquired Department of Defense contractor, which required a review of all its systems and controls due to existing non-GAAP accounting methods that resulted in an unfavorable 50% adjustment from its Quality of Earnings review. He executed personnel and process improvements in the first 2 years that resulted in EBITDA growing by 75%, compared to the purchase valuation EBITDA.

Diverse Conglomerate (Capital Equipment Manufacturer): Michael served as CFO for this conglomerate of 8 heavy/light manufacturing/distribution (that included capital equipment and discrete manufacturing with operations in Beijing, China, and Bogota, Colombia), 7 retail centers (that included restaurant, entertainment, hotel, office supply, motorsports and health club), and 40 commercial/residential property investment entities. He managed 3 Group Controllers with 11 Staff Accountants to include all business reporting, forecasting/fiscal management, M&A activities, financial analysis, and consolidated reporting for 10 business units with over \$100M in annual revenues and 55 individual operating entities. Michael negotiated/managed compliance for loan packages totaling over \$50M that improved overall operational cash flow by 50%. He was the Executive leading multiple ERP system conversion teams to upgrade antiquated accounting systems, costing methods, and fraud prevention controls.

Animal Feed Manufacturer: Michael served as CFO/(COO)/ Partner for this Group of 4 manufacturing/distribution and 4 retail/investment entities focused primarily on the vitamin and trace mineral pre-mix industry for animal feed (supplemented with water stabilization products for the poultry industry and contract manufacturing for packaged hunting products). He was the Financial/Operations executive who developed short and long-term business strategies that led to the turnaround of this historically underperforming family-owned business through a

series of comprehensive and coordinated financial, technical, systematic, and operational process/efficiency improvements. These highly successful strategies across all functional areas led to an operating cost savings of 7% of sales and dramatically improved the operational performance, sales, margins, and bottom-line profitability. These results were complemented by the implementation of a full-scale business information, metrics/KPI's, and analytical reporting system. The new system engaged all levels of the organization in more timely and better-informed decision-making, which led to improving overall goal setting, strategy implementation/execution, and cash flow/EBITDA with lower corporate debt and cost of capital. Michael was also the M&A executive who led a significant organic and inorganic growth period from just over \$25M to nearly \$65M in 4 years. The functional areas of his direct management included all domestic and international activities for Finance, Accounting, Tax, Banking, Credit Relationships, MIS, IT, Human Resources, Plant Operations/ Costing, Safety, Lean Manufacturing, Continuous Improvement, Product Costing, Inventory, Purchasing, Logistics, Business Risk/Corporate Insurance, Contract Negotiations, Trademarks, and Legal and Corporate Governance as Board Secretary and Treasurer.

Wood Products Manufacturer: Michael served as CFO (GM)/ Partner for this wood products manufacturing operation focused on interior/exterior doorframes. He was the organizational change agent who was the driving force for numerous collaborative projects that more than doubled sales and EBITDA. These efforts include implementation of Y2K ERP/Accounting system, Lean Manufacturing Practices, Prophix Budgeting Software, a Strategic Planning Project, Business Systems Review, "G9" – Next Generation Team Leader for Non-qualified Deferred Comp, FrameSaver® Patents/Marketing/Branding programs, design/ implementation of virtually all financial, business reporting/ manufacturing tracking systems (KPI's/Metrics/Analytics). Michael's other key accomplishments included workflow process/ product changes in manufacturing that reduced manufacturing cycle time by over 95% and cutting costs-to-convert by over 50% while eliminating 75% of all Work-in-Process and Finished Goods Inventories. His areas of direct managerial responsibility included all Accounting, Finance, Budgeting/Planning/Goal Setting, Risk Assessment/Management, IT, HR, Purchasing (Im/Ex), Inventory Management, Distribution, Safety, BI Reporting Systems, Employer Liability/Insurances and other Outside Professional Services (which include Marketing, New Product Development/ Management, and Patent Applications/Defense).

SEATONHILL™

SeatonHill Partners, LP
777 Main Street, Suite 600
Fort Worth, TX 76102

www.SeatonHill.com

© 2026 SeatonHill Partners, LP | All rights reserved

For more information contact:

Michael.Kunk@SeatonHill.com