

Kari Blankenship

Partner



Select Executive Experience

Tatum, LLC (2022-2023)
Interim CFO

Bee Line Support, Inc. (2021-2022)
CFO

Continental Energy Services, LLC (2019-2021)
CFO

Volunteers of America, Illinois (Non Profit) (2019-2023)
Board Member, Finance & Investment Committee Chair

Harmer Associates (2017-2019)
Interim CFO

Valuepart Inc. (2015-2016)
CFO

Univar USA (2011-2014)
General Manager, Finance Director

Koch Industries (2000-2011)
Western Hemisphere Controller,
US Controller, Accounting Manager/
Tariff Coordinator

Core Competencies

Budgeting & Financial Forecasting
Cashflow Optimization
Corporate Governance
Cost Savings
Debt Compliance
ESG Initiatives
FP&A
Gold Standard Reporting
Human Resources
Information Technology
International Commerce
Leadership
Mergers & Acquisitions
Operational Excellence
Percentage Completion
Post Transaction Integration
Private Equity
Process Improvement
Refinance
Resource Allocation
Restructuring & Turnaround
Strategic Planning & Execution
Teambuilding

Executive Profile

Kari is a Partner on the Midwest team of SeatonHill. Ms. Blankenship possesses 25+ years as a finance executive, CFO, and Board Member delivering operational excellence to private and PE-backed companies in the \$100MM to \$1B revenue range. Her career origins were rooted in the oil business having long tenures with conglomerates Cenex and Koch Industries. Highly versatile in working up and down the organization, Kari has experience spanning from delivering business presentations to the late David Koch to scratch starting infrastructure in the Bakken as a GM for Univar. An approachable Midwest personality combined with breadth and depth of experience expedites connections with teams, associates, and clients leveraging authentic relationships to close organizational gaps. Kari has spent the last decade in the standalone CFO space for middle-market companies and doing interim CFO work. Key highlights have included but not been limited to restructure, refinance, deleveraging balance sheets, post transaction integration, and working with Blackstone.

Industry Experience

Construction
Business Services
Manufacturing
Distribution
Energy

Education & Certifications

Master of Business Administration
Wichita State University
BS Accounting
McPherson College



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.

Kari Blankenship
Partner



Key Experience

Commercial Cleaning Business: As Chief Financial Officer, Kari executed hands-on stabilization of finance operations after an unexpected turnover of the accounting/finance team in its entirety. She was a key player in successfully negotiating \$1MM in non-contractual price increases during the unprecedented labor bubble. Kari saved the organization over \$100K by terminating Captive and shopping out commercial insurance lines. She also developed actionable reports including first-ever forecasts, a monthly financial packet, KPI dashboards, and an open-hours trend. Kari led the charge to reduce SG&A costs by nearly 40% during a record inflationary period.

PE-backed Pipeline Construction Company: As Chief Financial Officer, Kari returned operational liquidity to the business. She implemented monthly onsite financial reviews with Division Presidents resulting in a 15% increase in profitability. Kari also restored confidence in CIBC facilitating loan amendments that maximized funding availability, minimized investor capital injections, and optimized growth during high season. The balance sheet was deleveraged in its entirety, \$9MM, for the first time in company history under her leadership. Kari instituted a host of technology tools, which advanced remote onboarding of crews, expense tracking with phones, expedited contract negotiations and virtual meetings.

Consulting Firm: As Interim Chief Financial Officer, Kari led financial adviser to a publicly held, international, management consulting company. She acted as Corporate Controller to ensure effective corporate governance and strong operations. Kari constructed valuation modeling that resulted in strategic segment divestiture. She also led operational improvement initiatives, which shortened the close cycle, enhanced general ledger integrity, and improved controls. Kari documented many first-time-ever standard operating procedures and assisted with 10Q and 10K filings. As the Interim CFO for a biopharmaceutical company, Kari compiled and filed annual SEC Form 20-F and all other public/external reporting. She also constructed an annual plan and five-year forecast for the CEO.

Heavy Equipment Aftermarket Replacement Parts Distributor: Kari was the executive officer reporting directly to the Board of Directors for this \$100MM distribution leader of aftermarket replacement parts for heavy equipment with operations throughout the US and Canada. She operated as De facto CEO directing and managing all aspects of the business. Kari returned 20% profitability improvement to the underperforming business by building and executing a strategic plan to reposition resources, right-size the organization, and modify product offerings. She was the liaison to Wells Fargo successfully leading the organization through forbearance, restructuring, and re-financing activities with a disciplined focus on critical 13-week cash flow forecasting. Kari brought the company into compliance executing improved internal controls, tax filings, and business license monitoring.

Publicly Held Worldwide Chemical Distributor: As General Manager, Kari reported to the CEO to build out the Oil & Gas footprint in the Bakken Shale formation of North Dakota. She started Univar's business position to take advantage of the emerging high-growth opportunities in the Bakken Shale region which included creating the 5-year strategic plan, forming a management organization, establishing operating facilities/offices, and building out distribution and sales channels. Kari recruited, hired, and managed the Operations Manager, Material Handlers, Truck Drivers, and Administrative support. She established a strategic partnership with a Canadian company to ensure uninterrupted service to the world's largest drilling customers. Kari led the sales organization in developing commercial relationships for \$50MM year-one revenues. She also met all quantitative and qualitative company targets.

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