

**Nancy Parrillo**  
Partner



## Select Executive Experience

**Providence Water Supply Board (2015-Present)**

CFO

**Rhode Island Turnpike and Bridge Authority (2010-2015)**

CFO

**Tatum LLC (2006-2010)**

Financial Leadership Principal

**Massachusetts Water Pollution**

**Abatement Trust (1999-2005)**

Treasurer (1999-2003) & CFO (2003-2005)

**South Essex Sewerage District (1997-1999)**

CFO

## Core Competencies

CFO

Public Utilities

Finance and Investment

Strategic Planning

Operations

Financial Reporting

Operations

Budgeting and Forecasting

Treasury

Auditing

## Executive Profile

Nancy Parrillo is a partner in the Providence, Rhode Island office of SeatonHill. She has over 35 years of financial executive experience serving multiple organizations both as CFO and as a business finance and operations consultant. Her primary focus has been state and municipal utilities with emphasis on the water and wastewater sectors. While serving within the municipal utilities domain, she partnered with regulatory agencies to establish customer billing rates based on analysis of expenses and overall revenue requirements. She has led financing efforts for infrastructure improvement, including water main replacement and water filtration plants, and she has developed and implemented billing systems for various distribution networks. Additional industry experience includes commercial and investment banking, retail, pharmaceutical, and manufacturing and distribution.

## Education & Certifications

**MBA, Finance**

Bryant University

**BS, Economics**

Wheaton College

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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

**Providence Water Board:** As CFO Nancy was responsible for daily operations including financial, regulatory requirements, investor relations, and audit and treasury functions. She managed a \$78 million operating budget, a \$250 million 5-year capital/infrastructure replacement plan, and approximately \$118 million in debt issuance, investments, and cash. Nancy developed a cash investment plan to enhance the earning potential of excess cash balances, resulting in returns of more than 2.0%. She also maintained a regular cadence with the board of directors and senior managers to develop and drive key strategic initiatives for the agency.

**Massachusetts Water Pollution Abatement Trust:** As CFO Nancy was responsible for the daily operations of the agency, including accounting, SEC reporting, investor relations, and audit and treasury functions. She managed \$3 billion in debt issuance, investments, and cash, in addition to managing staff and a \$1.5 million budget for the Treasurer and Receiver General Division of the Commonwealth of Massachusetts. Nancy restructured the agency accounting system to achieve compliance with SOX and GASB regulations and engineered a 15% higher return on cash balance and investments. She was elected to the Board of the Council of Infrastructure Financing Authorities (CIFA) and served as Chair for the Education and Training Committee where she co-authored 2 industry white papers and was responsible for developing national training seminars.

**South Essex Sewerage District:** As CFO Nancy managed a \$30 million budget, directed debt issuance for a \$313 million capital program, and maintained long term forecasts for strategic assessment planning, management of potential Proposition 2 1/2 issues, and future capital expenditures. She created financial reporting systems for internal use, as well as a year-end independent audit distributed to board members and CEOs of member communities. Nancy also represented the District before rating agencies and won an organizational upgrade to an AA rating.

**Rhode Island Turnpike & Bridge Authority:** As CFO Nancy was responsible for the daily operations of the agency where she directed all financial, accounting, SEC reporting, investor relations, audit, and treasury functions. This included the financial analysis of Authority cash flows and investment vehicle options, and on behalf of the trust, the subsequent negotiations of those contracts and agreements. She managed a \$12.2 million operating budget, a \$250 million capital plan, and \$75 million in debt issuance, investments and cash. Nancy was also integrally involved with the board and senior managers on the development of agency strategy.

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