

Rick Ivey

SeatonHill Partner

CORE COMPETENCIES

CFO • Financial Systems • Financial and Productivity Tool Design and Implementation • Detailed Financial Analysis • Organizational Re-engineering • Strategic Planning • Turn Around • M&A

EXECUTIVE PROFILE

Rick Ivey joined SeatonHill as a Partner in 2015 in the Fort Worth office and is the head of the firm's "**On Demand**" practice division. He is an experienced CFO with proven results in multiple industries. During his tenure, Rick has managed finance, accounting, IT, insurance, and risk management for multiple clients. He has assisted in the acquisition of numerous companies and worked with clients to develop appropriate borrowing levels, and then helped them to successfully negotiate with lending institutions to secure financing. In all cases, Rick assumes the role as Trusted Advisor with focus to improve the financial, operational, and strategic trajectory of each client.

KEY ENGAGEMENTS

SeatonHill: As **Partner** and **CFO Consultant** for this national CFO services firm, Rick has provided his knowledge and expertise to numerous clients. Representative engagements include:

Purdy-McGuire Incorporated *Started in July 2016:* Rick helped the company grow profits over 100% by trimming costs without negatively impacting service and strategically selecting markets that are best suited for the company's growth. The company has produced record net operating income over the last four consecutive years (2017-2020).

LFC Industries *Started in August 2017:* Rick helped the client acquire the business, then grow the revenue by over 300% by scaling the facilities and production to maintain lower production lead times. The group has three separate companies and four plants.

Layne Glass: *Started in December 2019:* Rick helped the client transition ownership, and managed operations and financial divisions to increase production and profit. The group has two separate companies.

TexPac *Started in February 2021:* Rick helped the client turn a large monthly operating loss into a large monthly operating gain within a single quarter. TexPac has produced record net operating income for three consecutive months (March, April, May of 2021). The group has four separate companies and four plants.

National Cutting Horse Association: As **CFO** for this non-profit equestrian group, Rick created an organizational budgeting and forecasting system that generated over 100% improvement in membership benefit expenditures. He helped develop a sales tax proceeds incentive system used by the State of Texas for events such as the Super Bowl and NASCAR to organize multiple equine events, resulting in millions of dollars in revenue for the NCHA.

TXF: As **CFO** for this manufacturing and consumer goods company, Rick developed a budget and forecasting system that improved net income by over 30%. He also restructured all costing systems which optimized the company's ability to track product profitability.

EDUCATION & CERTIFICATIONS

BBA Accounting • Southwest Texas State University

Certified Public Accountant • Texas



SELECT EXECUTIVE EXPERIENCE

SeatonHill Partners [2015-Present]
Partner, On-Demand Division Head

National Cutting Horse Association [2003-2015]
CFO

TXF Products [1999-2003]
CFO

TXLA Baseball [1995-1999]
VP, CFO

Arthur Anderson and Co [1987 -1991]
CPA

CONTACT

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