

Don Owen

SeatonHill Partner

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 Owen is a partner in the Houston office of SeatonHill. He brings over 28 years of senior executive experience to the firm. This includes leading 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 provided valuation, litigation, and bankruptcy support where he calculated and refuted financial damages ranging into the billions. Prior to SeatonHill, Don served as Chief Financial Officer for a privately held exploration and production company. In this role, he developed the corporate strategic plan in partnership with executive team members, evaluated feasibility and risks associated with the corporate strategy, and raised two rounds of private equity, \$50 and \$60 million, respectively. Don also acquired and integrated four properties with a combined area of 15,000 mineral acres and implemented operational strategies that increased company oil prices by approximately \$4 per barrel.

KEY EXPERIENCE

Hill City Oil: 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, 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.

Oil and Gas Exploration and Production Company: As a **Member of the Advisory Team** for this oil and gas start up, Don was hired by the company to develop its strategic and operating plan and to raise capital for the company. He recruited the technical team and developed their incentive and compensation plans. Don successfully structured and negotiated a 15% carried working interest, along with a 15% heads up "look back" working interest with a publicly traded operator and partner. He also secured a private equity commitment of \$45 million to fund the look back working interests.

Owen Home Center: 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. The result was improved communications with clients, and motivated and monetarily incented subcontractors who delivered quality building on time and on budget.

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.

EDUCATION & CERTIFICATIONS

MBA Finance • Tulane University, A.B. Freeman School of Business

BBA Finance Accounting • Loyola University

Associate of Science Business & Commerce • Nicholls State University

Accredited in Business Valuation • American Institute of Certified Public Accountants

Certified Public Accountant • Louisiana



SELECT EXECUTIVE EXPERIENCE

Gilbert & Pardue Business Advisors [2021]
Senior Financial Advisor, CFO

EQUITY ADVISORS, LLC [2002 – 2021]
Managing Director

Empresa Energy IV, LLC [2013 – 2019]
VP, CFO

Rebowe & Company, APC [2000-2002]
Senior Manager

Legier & Materne, apac [1992-2000]
Senior Manager

CONTACT

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