

# Thomas Powell

SeatonHill Partner

## CORE COMPETENCIES

CFO • Professional Financial Management for Operating Companies • Consulting • Advisory Boards • Debt Advisory • Interim Executive • Due Diligence Support • Certified Turnaround Professional

## EXECUTIVE PROFILE

**Thomas Powell** is a partner in the Boston office of SeatonHill. He is a seasoned middle market company executive with career focus on consumer food and agribusiness, including bakeries with large foodservice sales to national customers, restaurants, and farm to supermarket operations. Tom specializes in helping domestic and international family and closely held organizations navigate distressed and high growth situations where he implements operational improvements, enhances managerial control, and leads negotiations with secured and unsecured lenders to maintain liquidity under challenging and cash flow constrained circumstances. The annual sales of his clients range from \$5 million to \$1 billion. Tom has extensive experience in Governance, SEC reporting, and Board level work and is an active member of the Turnaround Management Association.

## KEY ENGAGEMENTS

**Third Generation Family Bakery in Metro NYC:** As **Advisory Board Member and Consultant** for this large food service organization experiencing high margin rapid growth, Tom remediated a tripped loan covenant with a senior lender, advised on debt financings for two plant expansions, and assisted with refinancing and buyout of a real estate JV. Sales profitably quadrupled over the seven years of Tom's involvement.

**Privately Owned Bakery in Texas:** Tom served as **SVP** and **CFO** for this commercial supplier of bakery goods, including breakfast croissants for a national chain. Prior to Tom's tenure, the company was no longer receiving private equity or any form of cash infusion and had endured four defaults and waivers in four years. Tom led the strategy to stabilize cash flow and reduced debt to the point that refinancing was feasible.

**Sixth Largest Egg Producer in US:** As **SVP and CFO** of this upper Midwest organization with 6 million laying hens, Tom was brought in to rectify an ill-conceived acquisition that went negative EBITDA upon closing. He worked closely with the lending bank head for a \$100 million senior facility, where he negotiated multiple waivers and amendments while fixing underlying problems. Tom retained and worked very closely with bankruptcy counsel and was able to avoid a filing. He helped restore the company to profitability and with its eventual sale, all stakeholders, including equity, got out whole as a result of the excellent process run by the investment banker. The efforts to restore the company resulted in a nomination for the TMA Middle Market Deal of the Year.

**Premium Baked Dessert Company in Massachusetts:** As **CFO** and **General Manager** for this producer of premium baked desserts for foodservice casual dining chains, Tom improved profitability, funded growth without new debt or equity infusion, and helped sell the company for 19x EBITDA to a strategic buyer in an unsolicited offer.

## EDUCATION & CERTIFICATIONS

**MBA** • Wharton School

**AB Economics** • University of Pennsylvania



## SELECT EXECUTIVE EXPERIENCE

**Professional Management Partners Inc. [2012-2021]**  
Consulting CFO

**Olivio Premium Products [2002-2021]**  
Advisory Board Member

**Commercial Bakery [2014-2016]**  
SVP/CFO

**Tatum LLC [2005-2010]**  
Partner, Consulting CFO

**Commercial Egg Producer [2006-2009]**  
SVP/CFO

## CONTACT

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