



Mark Allen, CTP

Mark is an experienced turnaround manager and financial professional.

He has served in a variety of consulting and financial interim management roles. He has been instrumental in evaluating companies, as well as creating and executing improvement plans to stabilize companies. He has expertise with creditor and lender management, restructuring and refinancing companies and in bankruptcy advisory roles.

As a consultant, he has managed and participated in engagements primarily for small and middle market companies with an emphasis on family-held businesses.

- Recently, in a consulting role for a \$20 million distributor, he developed a comprehensive plan that secured an extension of the company's credit facility – allowing it to restructure and find a new lender. The plan addressed the company's deteriorating financial position by lowering inventory, reducing expenses and restructuring management.
- As part of a consulting team to a \$65 million producer/distributor of specialty copper alloys, he evaluated all aspects of the company to develop a restructuring plan for the company's private equity sponsor. He successfully presented a plan to the company's secured lender to gain an over-advance on its line of credit and a moratorium on payments to allow the company to restructure.
- He consulted for a private investment group that was acquiring and consolidating under-performing companies in the textile industry. His work focused on operational and financial due diligence, improving profitability, and integrating acquisitions. As a part of his work, he assisted the company's investment banker in raising \$10 million in new equity funding and negotiated a new \$15 million senior credit facility.
- Mark has also served as interim CFO for a \$12 million plastic-injection molder. He stabilized the company's operations and averted a Chapter 11 bankruptcy filing. His actions provided the necessary time to identify potential buyers of the company, leading to its successful sale.

Mark is a CTP, CPA (inactive) and a founding board member and former President of the Minnesota Chapter of the Turnaround Management Association.

He began his career with Arthur Andersen & Co., and held various internal audit and financial analyst positions with W.W. Grainger and Target Stores. He has also served as VP/CFO of an Internet startup focused on the business-to-consumer market for home textiles.

Mark received a Bachelor of Arts in Economics and Business from Lafayette College in Easton, Pennsylvania and his MBA in Finance from Indiana University.



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