

Tom S. O'Donoghue
Managing Partner

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Tom O'Donoghue's experience provides a unique perspective on the process of revitalizing a company. He has more than 25 years of experience as an operator, borrower, lender, consultant and investor with different types of financially challenged businesses. His varied roles—including positions as senior executive, turnaround equity fund investor and workout lender, as well as that of turnaround consultant and advisor to owners, boards of directors, managers, lenders and unsecured creditors, brings deep knowledge and a broad perspective to the development and implementation of effective turnaround business plans. His broad experience has been gained in a variety of industries, including:

- Retail
- Contracting
- Manufacturing
- Distribution
- Services
- Franchising

Mr. O'Donoghue began his career in operations, rising to the position of CFO in one company and general manager in another. He also worked with Buccino & Associates, Inc., where he provided restructuring assistance to clients with revenues ranging from \$25 million to \$300 million.

Previously, Mr. O'Donoghue served in the workout department of Heller Financial to provide an operations perspective to the process of business value loan workouts. As Senior Vice President, he led a team that assessed the likelihood of turnaround success based on the distressed borrower's business plan and the strength of management to implement the plan. Borrower industries included manufacturing, avionics, broadcast media and retail. He created value in numerous cases by focusing management on improving underlying business so that financial restructuring could be more effective.

He also worked with Heller Investments, Inc., a division of Heller Financial that invested in companies in turnaround transition. He often took interim operating roles in which he implemented management changes and operation improvements for companies with revenues ranging from \$35 million to \$300 million, with the largest entity employing more than 1,200 in five states. Some of Mr. O'Donoghue's engagements include:

- Interim CFO for a \$40 million golf products company.
- Managing trustee of a \$200 million internet service provider.
- Financial advisor to companies whose products and services range from construction equipment to ice cream cones.

Mr. O'Donoghue has been an active member of the Turnaround Management Association (TMA) since its inception. He co-authored an article in TMA's The Journal of Corporate Renewal on improving order-to-cash cycle time and is a panelist with TMA education panels. He received his Bachelor of Science degree in accounting from the University of Notre Dame in 1974 and is a CPA.