

Barry W. Dubin

Director

With more than a decade of experience from the plant floor to the board room, Barry Dubin is experienced in making good companies better, and underperforming companies reach their full potential. He is a unique blend of a Chief Operating Officer with extensive financial expertise, reflected in his background of management responsibility for human resources, information technology, finance, legal, manufacturing strategic planning and supply chain.

Highlights:

- President of an advisory firm for start-up and underperforming organizations.
- Chief operating officer for privately-held manufacturing company.
- Assistant vice president of a specialized finance firm managing mid-market private equity and debt investments.
- Lead member of an international consulting firm specializing in advising firms in financial and operational distress.
- Bachelor of Science from Indiana University Kelley School of Business. Certified Public Accountant. Master of Business Administration from J. L. Kellogg Graduate School of Management, Northwestern University.
- Involved in the Kellogg School of Management "Executive in Residence" program and serves as guest lecturer at Loyola's MBA Program and UIC's "Exploring Careers in the World of Business".

Current/Recent Engagements:

- Chief operating officer and board member of a window and door manufacturer. In addition to COO responsibilities, served as acting CFO responsible for financial reporting, financial planning, treasury management, receivable collections, and as financial liaison to the BOD. Sourced, negotiated and closed \$11 million equity deal at value 2.6x above two years prior. Reduced direct costs 20% by re-engineering, rebidding, outsourcing, and labor efficiencies. Executed headquarter sale-leaseback reducing occupancy from \$3.1 million to \$0.7 million. Managed closure of two ancillary distribution facilities including landlord negotiations, inventory and equipment redeployment, etc.
- As corporate restructuring agent for a major accounting firm, advised a wide range of clients in financial and operational distress. Created \$250 million debt reduction plan for a \$2.0 billion trucking company as a portion of a comprehensive recapitalization of the business. Managed the sale and liquidation of a \$1.2 billion retailer in Chapter 11 bankruptcy. Advised "retailer bank group" regarding an amendment and comprehensive restructuring of the senior credit facility.