



## Susan N. Mack

Susan has more than fifteen years of corporate finance experience, including public accounting and finding creative solutions for middle market companies. Her client list includes public and private businesses with annual revenues from \$15 to \$400 million, in industries as varied as manufacturing, printing, food production, plastic and packaging. Her expertise in structuring innovative financing solutions yields maximum liquidity and growth financing for highly leveraged companies.

She also has senior lending experience including M&A financing, construction and capital expenditure financing, liquidations, Debtor-in-Possession financing, transitions to traditional bank financing, real estate, syndications and IRB financing.

A representative sample of her experiences includes the following:

- Managed a \$17 million syndicated senior credit facility to one of the largest environmental testing companies in the United States while it restructured through a major industry downsizing. Structured a new credit facility to finance the subsequent spin-off of profitable operations to a new investor in order to maximize the overall value of the company.
- Managed the asset-based lending relationship to a \$15 million printing company that eventually filed for Chapter 11 bankruptcy. Provided the Debtor-in-Possession financing and worked with the company as it successfully emerged from Chapter 11.
- Provided growth financing to \$30+ million brewery and bottling company until its successful payout through an Initial Public Offering.
- Structured and facilitated a \$6 million Industrial Revenue Bond and supporting letter of credit. The transaction provided the capital necessary for this \$30+ million polystyrene manufacturer to construct a new manufacturing facility and expand operations.
- Served as a court-appointed Receiver to a \$16 million automotive retailer including the subsequent filing for protection under Chapter 11 and conversion of the case to a liquidating Chapter 11 when turnaround or sale of the operations was not possible.
- Provided \$5 million of acquisition financing to an electronics manufacturer through a combination of asset based senior loans and mezzanine financing.

Susan holds an MBA in finance from the University of Minnesota's Carlson School of Management. She is a member of the AICPA and TMA. Susan graduated with honors from Northern Illinois University with a Bachelor of Science in Accounting and began her career with the Minneapolis audit division of Arthur Andersen, LLP, serving a variety of middle market clients as a senior auditor.



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