



**PHILIP KAESTLE**

pkaestle@scpllc.com

## FOOD & AGRICULTURE EXPERTISE

- Chief Restructuring Officer to a producer and processor of dried fruits where significantly improved liquidity and profitability, sold non-strategic real estate to reduce leverage and conducted a competitive refinancing process which resulted in full repayment to the senior lender despite ongoing litigation between the company and the same lender.
- Chief Restructuring Officer and Interim Chief Financial Officer to an ethnic grocery store chain. Key responsibilities included cost reductions, vendor relations and cash management. He implemented a \$12 million restructuring within a three-month timeframe which stabilized the business and allowed for a sale and subsequent recapitalization.
- Financial advisor to a diversified logistics company where he provided buy-side diligence and transactional support which resulted in the acquisition of the assets of a large-scale food distribution company through a UCC Article 9 sale.
- Financial advisor to a manufacturer of wholesale pies where he managed an orderly wind down of the business and the eventual sale of the company's remaining assets through a receivership, resulting in full repayment to the senior lender.
- Financial advisor to a nutrition product manufacturer where he developed a liquidity forecast and financial projection model to support multiple rounds of negotiations with the senior lender. SCP helped the company transition to a co-manufacturing facility which drove margin improvement and resulted in increased run rate profitability.
- Financial advisor to a producer of high-quality cured meats where he evaluated potential strategic alternatives and developed an operational roadmap to drive improved profitability which led to a partial shareholder buy-out.
- Lender advisor to a retail grocery platform where he developed a liquidation analysis, quantified potential WARN and PACA exposure, and provided strategic guidance to the senior lender.

### PHIL'S GENERIC BIOGRAPHY

[Back to Industry Team](#)

Los Angeles, Headquarters

213-289-9061



**Boston**

857-586-4700



**Dallas**

214-271-5108



**Houston**

832-871-5291



**New York**

917-833-8171



**Seattle**

206-339-9075

