



PHIL KAESTLE

Managing Director

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FOOD & AGRICULTURE

- As Chief Restructuring Officer for a producer and processor of dried fruits, efforts led to significantly improved liquidity and profitability, the sale of non-strategic real estate to reduce leverage, and a competitive refinancing process that resulted in full repayment to the senior lender despite ongoing litigation between the company and that 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 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 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 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.

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[Back to Industry Page](#)