



## CED Mentor Biography

**Name:** Don Seaquist

**Current Occupation:** Retired – Former CFO, Embrex

### Career Highlights:

- Chief Financial Officer and corporate secretary, Embrex, Inc. from 1996 through its acquisition by Pfizer, Inc. in January 2007. During his tenure with publicly traded Embrex, revenues grew at a compound annual growth rate of 10% from \$25 million to nearly \$60 million, and operations expanded globally into over 30 countries while additional medical devices and new vaccines were launched. As CFO, Mr. Seaquist was responsible for the design and implementation of scalable infrastructure that enabled Embrex to expand globally and to comply as a publicly traded company. He dealt extensively with the investment community and implemented a targeted investor strategy that resulted in additional analyst coverage of Embrex's common stock.
- Prior to joining Embrex, Mr. Seaquist was Vice President and Treasurer of \$1 billion Greyhound Lines, Inc. from 1990 to 1995. Seaquist played a critical role negotiating with creditors and investors during the company's Chapter 11 restructuring and subsequent IPO.
- Previously, Mr. Seaquist was Managing Director of Trinity Litchfield Group, an investment advisory firm; Vice President and Treasurer of Horsehead Industries, a \$1 billion zinc mining and manufacturing company, and Manager of International Corporate Finance for \$57 billion United Technologies Corporation.
- Earlier in his career Mr. Seaquist worked overseas for seven years with ExxonMobil and ChevronTexaco in Australia, Kenya and the United Kingdom in various financial positions including subsidiary CFO.

### Areas of Expertise:

- Accounting / Finance
- Business Development
- Business Funding
- Human Resources
- Information Technology
- Legal
- Marketing
- Operations
- Sales
- Other: \_\_\_\_\_

### Education:

- B.S.B.A. in Management from Georgetown University
- MBA in Finance and Marketing from Columbia University

### Professional Affiliations / Volunteer Activities:

- Council For Entrepreneurial Development