

Neil Geary
Partner



Select Executive Experience

GRIP-CFO (2023-2024)

Principal & Fractional Chief Financial Officer

The Procopio Companies (2022-2023)

Chief Financial Officer

JHR Development (2011-2022)

Chief Financial Officer

The Pecoy Companies (2004-2011)

Senior Vice President, General Manager

Host Hotels and Resorts (2003-2004) (Hospitality REIT)

Senior Analyst (Asset Management Group)

New England Development (2001-2003)

Hotel Development Manager and Consultant

Chatham Bars Inn/Great American Life Insurance Company (1997-1999)

Controller

Core Competencies

Private Equity

Budgeting

Financial Planning

Financial Accounting

Financial Analysis

Financial Reporting

Commercial Lending

Strategic Planning

Mergers & Acquisitions

Dispositions

Financial Modeling

Debt & Equity Management

Cash Flow Forecasting

Executive Profile

Neil is a Partner of the Northeast team of SeatonHill. Mr. Geary is a highly skilled financial management executive with experience in multiple operating businesses. His expertise includes financial modeling, budgeting, negotiating, and strategic planning within commercial and residential real estate development, construction management, job-cost accounting/work-in-progress (WIP), hotel development, and family-office financial management, as well as an array of entrepreneurial ventures. Neil also has significant experience in acquisitions and development, with a wide range of responsibilities for managing financing activities, including private equity investments and debt syndicates. He focuses on adding value through diligent management of business issues with an emphasis on financial health and growth in profitability.

Industry Experience

Private Equity

Real Estate Development

Construction

Hospitality

Family Office

Education & Certifications

Master of Science in Business Administration

Babson College

F.W. Olin Graduate School of Management



Our partners have deep experience across multiple industries, and can quickly integrate into your organization to provide the insights you need to succeed in today's marketplace.

Neil Geary
Partner



Key Experience

Accounting/Finance Contracting and Consulting Company: As Principal and Fractional CFO, Neil served as a financial leader and strategic partner for business owners and C-suite executives. He consulted on capital markets initiatives for start-ups, joint ventures, debt, and private equity and advised on fundraising preparation, execution, compliance, and investor reporting. Neil managed teams for mergers, acquisitions, and dispositions of business entities and real property. He oversaw valuation efforts, financial forecasting, and reporting to corporate boards. Neil also advised on company IT systems, staff training, growth initiatives, and team building.

Real Estate Development and Investment Company: As Chief Financial Officer, Neil served as the financial leader for the firm, its partnerships, and all stabilized assets. He managed the capital markets process for joint ventures, debt, and private equity, totaling over \$300mm. Neil also managed and mentored a staff of six, with general management responsibilities for 40 employees. He completed an implementation of multiple systems, including Sage Intacct, Procore, Prophix, Juniper Square, and Chatham Financial, allowing for more accurate and efficient business processes. Neil instituted new policies and procedures in financial management and project management, which enabled the company to undertake more projects simultaneously. He also initiated a plan for appropriate working capital levels across sixty-plus entities.

Real Estate Development Company: As Chief Financial Officer, Neil was responsible for the financial management and planning for the firm and its partnerships. He served as the primary point of contact for lending, legal, accounting, and management firms. Neil oversaw contract negotiation and administration for tenant leases and new construction projects. He evaluated new investment opportunities through financial modeling and market analysis. Neil also developed and implemented an enhanced system for financial management, resulting in a doubling of income within two years, as well as steady growth and flexibility to adapt to market changes.

Real Estate Development and Construction Company: As Senior Vice President and General Manager, Neil ensured financial control of all operations, investments, and borrowing of the company. He oversaw site design and land development issues and managed civil engineers and architects. Neil also served as Asset Manager for a 468-unit multi-family apartment complex in the Southeastern U.S. He developed and implemented a new management structure focused on decentralized authority, which enabled the company to grow beyond its prior limits, resulting in an expansion of the business into new market segments and geographic territories. Neil successfully managed the permitting process for two condominium developments, resulting in the rights to build 324 condominium homes with projected sale values totaling over \$100 million.

SEATONHILLTM

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