

ANDREW P. McALLISTER, MBA

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EXECUTIVE PROFILE

CFO, technology executive, and investment professional with 30 years of experience scaling asset-intensive businesses and creating value at the intersection of operations and institutional capital. Built a Jones Act maritime logistics platform from zero to \$420M in assets and \$60M in revenue as founding CFO; now drives origination, due diligence, and underwriting at Rose Cay Capital, a real asset special situations fund (maritime, aviation, infrastructure). Previously led a 16-year digital and financial transformation of a 150-year-old enterprise (\$300M assets, 15 U.S. locations), restructuring capital to unlock \$8M+ in annual cash flow. Rare combination of CFO rigor, hands-on CIO/IT architecture, and buy-side investment experience — uniquely positioned to run or lead finance at a PE-sponsored portfolio company.

CORE COMPETENCIES

- Financial Strategy & FP&A
- Origination, Due Diligence & Underwriting
- Capital Structure & Debt Restructuring
- Digital Transformation & IT Architecture
- M&A / Deal Execution & Integration
- ERP Implementation (Oracle NetSuite)
- PE Portfolio Operations & IC Support
- KPI Development & BI Dashboards
- Cash Flow Forecasting & Covenant Mgmt.
- B2B & B2C Revenue Optimization

PROFESSIONAL EXPERIENCE

Rose Cay Capital / Rose Cay Maritime · New York, NY

February 2022 – Present

Maritime Executive (Rose Cay Capital) · Chief Financial Officer (Rose Cay Maritime)

Rose Cay Capital is a real asset special situations investment platform (maritime, aviation, infrastructure). Built and scaled Rose Cay Maritime as founding CFO — a Jones Act logistics platform formed through acquisition and rehabilitation of distressed vessels, \$420M in assets, Fortune 100 energy customers — then transitioned to driving origination, due diligence, and underwriting for the investment platform.

- Drives origination, due diligence, and underwriting for Rose Cay Capital's maritime sector investments, leveraging deep operating expertise and established industry relationships to evaluate and execute real asset transactions.
- Prepared and presented investment committee materials; supported capital deployment decisions across maritime, aviation, and infrastructure strategies including renewable fuel transportation and windfarm logistics.
- Built the entire financial and operational infrastructure from zero as founding CFO; achieved \$60M+ in revenue in Year 1 and scaled the platform from inception to 120+ employees and \$420M in assets.
- Led G/L migration from QuickBooks to Oracle NetSuite, establishing institutional-grade financial controls, covenant tracking, and 13-week rolling cash flow forecasting.
- Implemented HELM Operations — an industry-specific SaaS platform — fully digitalizing payroll, crewing, regulatory reporting, vessel maintenance, and logbooks from Day 1 of operations.
- Negotiated 50+ vendor relationships including 4 shipyards (projects exceeding \$12M each); executed separation from contracted technical manager, recovering full operational control and generating material cost savings.
- Achieved ISO 9001 compliance; managed regulatory approvals enabling vetting by major energy companies and Fortune 100 customers across the U.S. energy supply chain.

McAllister Towing and Transportation, Inc. · New York, NY

May 2006 – February 2022

Chief Information Officer / Vice President Finance

150-year-old, privately-held maritime towing company; 750+ employees, \$300M in assets, 15 U.S. port locations. B2B clients include Maersk, BP, and ONE Shipping; B2C operations include PAXRO ferry (450,000+ cars/year).

- Spearheaded comprehensive digital and financial transformation for a legacy enterprise, delivering full-stack IT infrastructure, PCI compliance firm-wide, and enterprise-grade reporting across 15 locations.
- Restructured capital by consolidating multiple vessel term loans into a single fleet-based interest-only revolving credit facility, unlocking \$8M+ in annual incremental cash flow.

- Compressed billing cycle from one week to one day; reduced billing headcount from 8 to 2 FTEs through end-to-end online migration of 2,400+ invoices/month.
- Centralized treasury and implemented interest rate and fuel hedge portfolios, materially reducing commodity and rate exposure across the organization.
- Built KPI tracking systems from new billing data; re-evaluated and optimized pricing tariffs across 13 locations, improving per-transaction revenue and profitability visibility for management and ownership.
- Consulted on \$100M+ in M&A activities — vessel acquisitions, new builds, and disposals — providing financial modeling and operational due diligence to support ownership decisions.
- Architected and launched B2C online ticketing and loyalty system (“Barnum Bucks”) for PAXRO ferry service, increasing cash flow and profitability 8% from launch date.

Prudential Securities • Morgan Stanley • Merrill Lynch · New York, NY *November 1995 – August 2006*

First Vice President (Director) • Project Manager / Consultant • Vice President

10+ years across bulge-bracket financial institutions in operations leadership, technology transformation, and risk management.

- Led award-winning technology transformation at Prudential Securities (~10 years): built the firm’s first Broker Dealer website and an internal web-based workflow automation platform, improving scalability across branch, clearing, and trading operations; selected as the firm’s sole sponsored Executive MBA candidate.
- Designed and executed distribution of a \$50M NASD regulatory penalty to 70,000+ clients at Morgan Stanley (Operations Risk Management Group), managing a complex, high-stakes operational process.

E D U C A T I O N

MBA, Stern School of Business, New York University 2003

Executive MBA — sponsored by Prudential Securities, Inc.

BA History, Connecticut College 1995

C E R T I F I C A T I O N S

AI Fluency Framework & Foundations · Anthropic March 2026

Introduction to Agent Skills · Anthropic March 2026

Claude 101 · Anthropic March 2026

Introduction to Claude Cowork · Anthropic March 2026

T E C H N O L O G Y & S Y S T E M S

Oracle NetSuite (ERP/GL) · HELM Operations (Maritime SaaS) · bill.com · Ramp · Microsoft Excel / Office Suite · BI Dashboards
 · PCI Compliance · ISO 9001

A D D I T I O N A L

Board / Civic: USCG Foundation NY Dinner Committee · Startup Advisor: Reconset, Nucleus Genomics