

Dusty Pritchett, Partner, Harvest Business Advisors

Dusty is a Partner with Harvest Business Advisors, LLC with 30 years of management experience in accounting/finance, mergers and acquisitions, marketing and strategy. Dusty was a senior executive with Avocent Corporation (Nasdaq AVCT) for 10 years and held the positions of Chief Financial Officer, Chief Marketing Officer and Chief Strategy Officer during his tenure. He led the merger between Cybex Computer Products Corporation and Apex, Inc. in 2000 and led the acquisition, due diligence and integration teams for numerous other acquisitions. Prior to joining Avocent, Dusty was the Chief Financial Officer for Barber Dairies where he led several acquisitions and the exit sale of the business to Dean Foods in 1998. He began his career in the Birmingham, AL office of Coopers & Lybrand, now PricewaterhouseCoopers, where he served as the engagement partner on numerous clients in the manufacturing, healthcare, high tech, retail and financial industries.

Dusty has assisted clients with acquisitions and the sales of their businesses. He has helped clients develop long-range strategic plans and assisted in the implementation of these plans. He has advised clients on bank and equity financing and developing cash flow improvement plans. His marketing and strategy experience along with his finance background and varied industry experience adds significant depth to the Harvest team.

Dusty lives in Huntsville, AL with his wife, Suzanne, who is President and CEO of her own successful small construction business. He is a private investor and serves on boards of several private companies and civic organizations.



Areas of Specialization

- Strategic, Business and Financial Planning
- Business Combinations
- Growth Strategies
- Turnaround
- Cash Flow Improvement
- Investor Relations
- Corporate Governance
- Contract Negotiation
- Strategic Product Planning
- Marketing messaging
- Fractional C-level services

Education

- Auburn University, BS, Accounting
- UCLA Anderson Graduate School of Management, Director Certification Program
- Certified Public Accountant

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