

Team Biographies

Contact Information:

200 Berkeley Street
Boston, MA 02116
D: +1.617.437.2656
C: +1.617.224.3446
Email: tihurley@deloitte.com

Industries:

- Higher Education
- Financial Services
- Consumer Products
- Manufacturing
- Retail

Education:

B.S., Providence College
M.B.A., Fordham University

Timothy Hurley

Deloitte Advisory Principal | Deloitte CRG
Deloitte Transactions and Business Analytics LLP

Tim Hurley is a seasoned professional with more than 25 years of experience in financial and operational consulting. For the past 23 years, he has worked for Deloitte as a business advisor focusing on performance improvement and restructuring distressed entities.



Mr. Hurley's primary focus is on Higher Education sector and their market challenges. Deloitte's clients' needs range from performance improvement to those who are in financial exigency and require immediate action. He has worked with board of trustees, administration, and faculty.

For institutions that are stressed and have immediate liquidity needs, Mr. Hurley engages the administration, faculty, and trustees throughout the following phases as the institution works toward resolution:

- Communicate the financial assessment of the situation to ensure key parties share a sense of urgency
- Formulate strategy with key constituents
- Manage stakeholders
- Sustained plan implementation

In the Higher Education sector, Mr. Hurley has lead the following:

- Developed "Net Tuition" business model through the facilitation of workshops with faculty and administrative personnel
- Developed cash flow forecasting, enrollment management, program prioritization, faculty load, section management, tuition discounting, sports program contribution
- Conducted strategic alliance searches and negotiations
- Negotiated restructuring of bonds and line of credit
- Interface with Board of Trustees, administration, and faculty

Additionally, Mr. Hurley is a member of NACUBO, former board member of the Turnaround Management Association - New England Chapter. He is a frequent speaker on panel discussions on higher education. Some of his recent speaking engagements include:

- Bond Buyers Higher Education Finance Conference: "Driving Future Growth by Optimizing and Identifying Capital"
- EACUBO Conference: Evaluating Strategic Alliances in Higher Education
- Turnaround Management Association's Annual Conference: "Restructuring Your Alma Mater"

This biography may refer to client engagements performed prior to joining Deloitte Transactions and Business Analytics LLP ("DTBA") in the Deloitte Corporate Restructuring Group ("Deloitte CRG").