



Financo names Colin Welch CEO

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By Harry Sheff

NEW YORK—**Financo, Inc.**, an investment banking firm that works closely with the apparel industry, has named Colin Welch president and CEO and promoted Karen Goodman to COO.

Welch, who joins Financo from Credit Suisse Securities Europe, will work with founder Gilbert Harrison, who remains chairman of the firm. Financo says that Welch has closed more than 70 deals over his 20-year career, working with clients like Dollar Tree, Foot Locker, The Home Depot, Michael Stores, The Neiman Marcus Group, Puma, TJX Companies, Tommy Hilfiger and The Warnaco Group. He will start in September.

Harrison commented in a statement, "Colin's knowledge of both the U.S. and European markets complements Financo's existing expertise and enables us to provide a unique international perspective as we advise clients on cross border investment banking opportunities within the retail and merchandising sectors. I have known Colin for more than ten years and am confident that he will be an invaluable asset to both our company and our clients."

Karen Goodman, Financo's new chief operating officer, has been with the firm since 1994, most recently as a managing director.

"Karen's exceptional relationships with our clients, and extensive knowledge of their needs for financial advisory services, have been critical to Financo's success for more than 17 years," said Harrison. "We congratulate her on this promotion, which recognizes her significant contributions to our investment banking business as well as the overall operations and culture of the firm."