David Richter's business lost millions of dollars under his leadership, leading to him being forced out as CEO.

Richter Resigned The Same Day Company Announced Massive 2017 Q1 Loss. “Richter, whose father Irvin founded Hill in 1976, resigned on the same day the firm announced a $7.1 million net loss for the first quarter of 2017. Later that month, he issued a statement objecting to his successor’s salary ‘in light of drastic cost-cutting throughout the company at present.’” [Courier-Post, 6/9/18]

Richter’s Company Hill International Reported Losses Of Millions In The Fourth Quarter Of 2016 Alone, A Decrease Of 14.2% Revenue From The Fourth Quarter Of 2015. “Total revenue for the fourth quarter of 2016 was $128.8 million, a decrease of 14.2% from the fourth quarter of 2015. Consulting fee revenue for the fourth quarter was $100.6 million, a decrease of 18.1% from the prior year’s fourth quarter. Lower consulting fee revenue was driven primarily by declines of 34.1% and 47.0% in Hill’s Middle East and Latin America operations, respectively, partially offset by an increase of 16.9% in the U.S. operation. Operating loss for the fourth quarter was ($3.9 million) compared to an operating profit of $2.9 million in the prior year’s fourth quarter. Net loss from continuing operations was ($4.3 million), or ($0.08) per diluted share, compared to net earnings from continuing operations of $2.1 million, or $0.04 per diluted share, during the prior year’s fourth quarter. Net loss from discontinued operations was ($10.5 million), or ($0.20) per diluted share, compared to a net loss from discontinued operations of ($3.1 million), or ($0.06) per diluted share, during the prior year’s fourth quarter. Net loss for the fourth quarter was ($14.9 million), or ($0.28) per diluted share, compared to a net loss of ($1.1 million), or ($0.02) per diluted share, in the fourth quarter of 2015. EBITDA (as defined below) for the fourth quarter was a loss of ($2.3 million) compared to EBITDA of $4.7 million in the fourth quarter of 2015.” [Hill International, Press Release, 3/29/17]

Richter’s Company Hill International Reported Losses Of $0.9 Millions In Full Year 2016 Financial Results. “Full Year 2016 Results Operating loss for 2016 was ($0.9 million) compared to an operating profit of $19.1 million in the prior year. Net loss from continuing operations for 2016 was ($7.6 million), or ($0.15) per diluted share, compared to net earnings from continuing operations of $10.6 million, or $0.20 per diluted share, in 2015. Net loss from discontinued operations for 2016 was ($11.1 million), or ($0.21) per diluted share, compared to a net loss from discontinued operations of ($2.9 million), or ($0.06) per diluted share, in the prior year. Net loss for 2016 was ($18.8 million), or ($0.36) per diluted share, compared to net earnings of $6.9 million, or $0.14 per diluted share, for 2015. EBITDA for 2016 was $6.2 million compared to $26.2 million in 2015.” [Hill International, Press Release, 3/29/17]

Richter Said There Was A “Grain Of Truth To It,” Referring To The Accusation That He Left The Company Because Of Financial Losses. “No, that’s not why I left the company. [...] [The timing was] not exactly accurate but like most things that were said about me, there’s a grain of truth to it, right, around a lot of stuff that’s not so true. [...] What happened was, we became a public company. It was a family business for a long time, when I joined, company’s called Hill International. When I joined in the mid 90s, the company was really on the verge of bankruptcy, it was having a significant trouble. And I left my legal practice and moved back to South Jersey to join the company and try to save it. And we did, we turned it around. We had about 300 employees when I joined the company, when I left 22 years later, we had 4300 employees. We took the company public in 2006, I became a CEO at the end of 2014. And we had some challenges, you know, the 2008 recession impacted construction a lot, especially overseas. And when I became CEO, we did business in a lot of countries. At one point I think 40% of our business was
in the Middle East, Dubai was booming, Abu Dhabi, places like that." [David Richter Interview With Save Jersey, 3/6/20, 11:20]

December 2014: Richter Was Promoted To CEO Of Hill International. “Hill International (NYSE:HIL), the global leader in managing construction risk, announced today that David L. Richter has been promoted to President and Chief Executive Officer effective immediately. This promotion is in accordance with a leadership succession plan approved by Hill’s Board of Directors and announced earlier this year. Hill's former CEO, Irvin E. Richter, will continue to be Chairman of the company that he founded in 1976.” [Hill International, Press Release, 12/31/14]