

# John D. (Jack) Kearney, Sr.

7372 Marquette Street

Dallas, Texas 75225

Home: 214-373-0238 Cell: 214-274-9189

[JackKearney@DumasPartners.com](mailto:JackKearney@DumasPartners.com)

[JackKearney@Hotmail.com](mailto:JackKearney@Hotmail.com)

## Objective

Find an executive position in the corporate development department of a publicly-listed company.

## Professional Experience

***Managing Director of Investment Banking and Founding Member of DUMAS CAPITAL PARTNERS, LLC*** in Dallas, TX from August, 2003 to Present.

- Industry and transaction type generalist corporate finance and merchant banking firm.
- Supervise a virtual/ad hoc team of two to six corporate finance professionals to support all buy-side and sell-side M&A, capital formation, senior debt refinancing & restructuring, and merchant banking transactions.
- Strategic development of small- and medium-size business loan brokerage and business brokerage segments within Dumas Capital Partners.
- Initiated and closed 3 merchant banking transactions in the printing (Crown Press), specialty advertising (Crown Marketing), and financial services (BookKeeping Excel) industries. All merchant banking activities initiated in specialty situations in which the principals of Dumas Capital Partners took control positions in target company.
- Sell-side M&A transactions in the HVAC (SCS Frigette), printing (Crown Press), process manufacturing (Natures Formula), software system conversions (ATERAS), metal finishing (QPC), metal fabrication (SEI), and oil & gas technology (Vann Pumping Systems) industries.
- Buy-side M&A transactions in the chemical (Pergan), printing (Crown Press), specialty advertising (Crown Marketing) industries.
- Capital formation transactions in the HVAC (SCS Frigette), chemical (Pergan), printing (Crown Press), specialty advertising (Crown Marketing), and software analytics (KPN) industries.
- Senior debt refinancing and restructuring transactions in the process manufacturing (Swiss American), pharmacy (Craig Pharmacy), software analytics (KPN), home health equipment & supplies, and medical equipment (Cover Four) industries.

***Managing Director of BDO CAPITAL ADVISORS, LLC*** in Dallas, TX 75204 from January, 2012 to March, 2013.

- Source, process, and close sell-side M&A, capital formation, and debt restructuring transactions for middle market companies in the southwest region.
- Sell-side M&A transactions in the oil field services & oil field equipment industries.
- Support BDO USA's private equity initiative in southwest region.
- Support corporate finance requirements of member CPA and consulting firms in the BDO Seidman Alliance.
- Registered FINRA representative.

***Executive Vice President of Corporate Development and Director*** at **DAISYTEK INTERNATIONAL CORPORATION** (Nasdaq DZTK) in Allen, TX from March, 1999 to August, 2003.

- Supervised team of two professionals dedicated to supporting the business units of Daisytek International in both strategic and tactical mergers & acquisitions.
- Acquired controlling positions (typically 100% ownership or convertible positions) in 10 office or computer supplies distributors in 10 countries with revenue of approximately \$1.2 billion.
- Negotiated the terms and conditions of the initial investment in the convertible, redeemable preference shares of ISA International PLC in August, 2001 and the subsequent tender offer and takeover of ISA in August, 2002.
- Served on the Board of Directors of ISA (the largest distributor of computer supplies in Europe) and Kingfield Heath (the second largest office supplies wholesaler in the U.K. and Ireland, and 47% owned unconsolidated subsidiary of ISA).
- Initiated, negotiated, and closed 5 U.S. acquisitions of office, computer, and data media supplies wholesalers, including the tactical acquisitions of Arlington Industries and Digital Storage, and the strategic acquisition of BA Pargh.
- Introduced the use of contingent pricing formulas to Daisytek, including the use of maintenance and growth earn outs to bridge valuation differences, and the use of purchase price claw backs for under performance versus projections.
- Successful in retaining senior management of acquired companies through management incentive plans and by fostering a positive business environment for professional growth.
- Appointed Chief Restructuring Officer of Daisytek after it filed for Chapter 11 protection in 2003. Financial failure of Daisytek was directly related to the unsuccessful, organic expansion of its original business unit, Daisytek USA, into the office supplies wholesaling business.

***Vice President of Corporate Development at F.Y.I. INCORPORATED*** (Nasdaq FYII) in Dallas, TX from January, 1998 to March, 1999.

- Supervised team of two field mergers & acquisitions professionals.
- Responsible for acquisition planning and execution (including due diligence and document preparation, negotiation, and review) for data management business unit and investor & employee services business unit, and for the strategic acquisition analysis in complementary services and technology sectors.
- Prepared strategic analysis for entry into medical billing segment to complement medical records business unit.
- Closed four tuck-in acquisitions.

***Managing Director of Investment Banking*** at **RAUSCHER PIERCE REFSNES, INC.** in Dallas, TX from July, 1995 to December, 1997.

- Director of a three investment banker Information Technology team with responsibility for private placements, mergers & acquisitions, and public underwriting for companies in the computer products (hardware, software, and distribution), telecommunications (equipment, services, and distribution), and electronics (semiconductors, equipment, contract manufacturing, and distribution) industries.
- The Information Technology team originated and executed 8 transactions with a value of \$140 million.
- Clients included applications software developers (Canmax Retail Systems), internet related software and services companies (Interactive Visual Systems, Interactive Pictures, and Internet America), data and video communications manufacturers (Interphase Corporation, Multi Media Access Corp., and STB Systems), telecommunications companies (SA Telecommunications), and

service logistics providers (PC Service Source).

**Senior Vice President of Investment Banking** at **RAYMOND JAMES & ASSOCIATES, INC.** in St. Petersburg, FL from September, 1991 to July, 1995.

- Director of a seven investment banker Information Technology team which managed 25 public offerings, in which approximately \$1.1 billion of securities were sold, served as private placement agent for 4 transactions in which approximately \$235 million of securities were sold, and acted as financial advisor in 7 merger & acquisition transactions valued at approximately \$500 million.
- Clients included microcomputer products wholesalers (Tech Data and GBC Technologies), PC enhancement board manufacturers (Boca Research, Data Race, and Equinox Systems), applications software developers (Equitrac and Data Stream), telecommunications companies (Adtran, Metrocall, Communications Central, Cellstar, Data Broadcasting, JTECH, Cruise Phone, Pinnacle Towers, and Pittencrief Communications), on-line transaction (ABR Information Services), electronics distribution and contract manufacturing (Reptron and IEC), and office equipment resellers (Danka).

**Vice President of Investment Banking** at **THE ROBINSON-HUMPHREY COMPANY, INC.** in Atlanta, GA from September, 1986 to September, 1991.

- Member of High Tech/Telecommunications and Business Services industry practice groups.
- Public underwriting experience includes convertible subordinated debentures (Bruno's and Interface Flooring), secondary common stock (Interface Flooring and Horizon Industries) and initial public offerings (Nichols Research, Delta Woodside Industries, and Samna).
- Buy-side mergers & acquisition experience includes Bruno's acquisition of Piggly Wiggly Southern, Interface Flooring's acquisition of Heuga Holding BV, Big B's acquisition of Reed Drug Stores, and Royal Ten Cate's acquisition of National Fire Hose and minority investment in the convertible preferred shares with control option of Weathashade Corporation.
- Sell-side mergers & acquisitions experience includes Defender Industries, Clinitex Corporation, American International Raceway, Retirement Corporation of America, and The Learning Channel. Corporate restructuring experience includes extensive work with SouthMark Corporation and subsidiaries.
- Experience also includes the private placement of senior debt, general acquisitions and divestiture advice, fairness opinions, valuations, and takeovers (including defense).

**President** of **THE VAULT COMPANY** in Atlanta, GA from January, 1985 to September, 1986.

- Overall executive responsibility for secured storage company.
- Implemented dramatic cost reduction program which made the company profitable, installed new computerized reporting system, and coordinated development of new computerized bar code inventory system.
- Direct responsibility for development and implementation of strategic plan converting the business from the storage of intrinsic valuables to the offsite storage of magnetic media.

**Senior Tax Consultant** at **DELOITTE HASKINS & SELLS** in Atlanta, GA from June, 1981 to December, 1984.

- Member of tax team serving emerging growth clients and member of interdepartmental team serving high technology clients.
- Responsibilities included staff supervision of research and compliance projects, contest work with the IRS, tax accrual analysis, and extensive practice development.
- Functional expertise in general and limited partnerships, corporate reorganizations, C and S corporations, tax shelter reviews, executive compensation, personal tax planning, and financing

small businesses through syndications, private/venture capital placements, commercial bank financing, leveraged buyouts, and initial public offerings.

## Education

**Juris Doctor and Master of Business Administration** in May, 1981 from **DUKE UNIVERSITY SCHOOL OF LAW** and **FUQUA SCHOOL OF BUSINESS**, Durham, NC.

**Bachelor of Arts in Political Science with Highest Honors** in May, 1975 from **STATE UNIVERSITY OF NEW YORK**, Oneonta, NY. Recipient of Student Athlete Award.

## Professional Qualifications

**Georgia Bar Association**, admitted 1982.

**Certified Public Accountant**, licensed Georgia 1984.

**Series 7 and 63 Exams**, licensed while with Rauscher Pierce Refsnes, Inc.

**Series 79 and 63 Exams**, licensed while with BDO Capital Advisors, LLC

## Personal Information

- Married to the former Dolores Eileen O'Brien for 37 years, B.S. Home Economics 1976 State University of New York, Oneonta, Master Public Health Nutrition 1981 University of North Carolina at Chapel Hill, currently employed as Assistant Clinical Professor at Texas Woman's University, Denton, TX.
- Two children: Jennifer Eileen (Kearney) Blanchard, B.S. Chemical Engineering 2004 University of Notre Dame, M.S. Project Management 2010 George Washington University, currently employed as process engineer at Mars Botanical; and, John Daniel Kearney, Jr., B.S. Electrical Engineering 2007 from Yale University, M.B.A. 2012 Fuqua School Duke University, currently employed as Supply Chain Senior Associate at A.T. Kearney.

## Civic Involvement

**ROTARY CLUB OF PARK CITIES**, member 2006 to present, District 5810 Blood Drive Chairman 2010-2011, Board of Directors 2009-2011, past Chairman, Blood Drive Committee, past Vice Chairman, Park Cities July 4<sup>th</sup> Parade and Program Committees.

**KNIGHTS OF COLUMBUS**, 3rd Degree Knight 1995 to present.

**ASSOCIATION FOR CORPORATE GROWTH**, Dallas/Fort Worth Chapter, 2006 to 2010.

**AMERICAN ELECTRONICS ASSOCIATION**, Texas Chapter, Board of Directors 2002-2003.

**DALLAS OPERA**, Board of Directors 1995-1998.

**DALLAS MIT ENTERPRISE FORUM**, Board of Directors 1995-1997.

*References Available Upon Request*