

JOHN K. HONEY

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PROFESSIONAL EXPERIENCE

JKH Enterprises, Inc., Chicago, IL 2003 to Present
Consulting firm providing transaction-related advisory services
Founder and President

Founded firm to provide hands-on leadership for M&A activities at private middle market companies.

- Developed a business model for providing “outsourced corporate development” services, with the firm serving as a seamless extension of clients’ senior management teams over extended periods of time.
- Advised companies on transactions and M&A strategies in the steel products, retail products, IT services, facility services, commercial vehicle, printing, lighting and auto auction industries.
- Led all aspects of, and closed, three strategic add-on acquisitions for three different clients, including two distressed company acquisitions requiring significant creditor concessions.
- Led several other client projects, including (i) a strategic planning process for a client’s non-core division, (ii) the development and implementation of an inventory control system, (iii) a machinery utilization study for a facility rationalization program and (iv) a refinancing of a highly levered company’s senior debt.

Kellogg School of Management, Northwestern University, Evanston, IL 2009 to Present
Lecturer of Finance

- Member of the faculty, teaching the school’s “Venture Capital & Private Equity” class.

BMO Nesbitt Burns Equity Partners, Chicago, IL 1997 to 2003
The Bank of Montreal’s Cdn\$300 million diversified private equity fund
Vice President (1999-2003), Associate (1997-1999)

Ultimately managed the Chicago office with responsibility for all investment-related activities.

- Senior member of a Chicago-based team that invested \$74 million in six investments.
- Represented the fund as a Board Member and Chairman of a portfolio company Audit Committee.
- Assumed the position of Interim CFO for a portfolio company and reduced working capital by 25%.
- Orchestrated consensual out-of-bankruptcy restructurings for a \$100 million computer hardware VAR and a \$400 million multinational steel products company.

M&T Bank, Buffalo, NY 1996 to 1997
Regional bank with over 650 branches in 6 states
Consultant

Advised senior management on issues regarding operational efficiency and liaised between retail banking personnel and a team from Bain & Co., which was conducting a comprehensive strategy assessment.

- Led the client side of the Bain & Co. strategy project which reinforced the use of household profitability metrics and resulted in a material improvement in customer retention.
- Created and administered a time study for the bank’s branch personnel. Analyzed results and designed a staffing efficiency model to save 10% of branch platform wage costs.

McKinsey & Company, Inc., Chicago, IL 1994
Global management consulting firm
Summer Associate

Supported a team developing profitability improvement plans for an animal health products company.

- Analyzed pricing structures and price setting practices and developed new pricing strategies and practices for the client’s veterinary products division.

Benderly Economics, Inc., Vail, CO 1992 to 1993
Economic consulting firm founded by the ex Senior Economist for Goldman, Sachs & Co.
Associate

Responsible for developing new models to improve the firm's economic forecasts.

- Devised a methodology for converting the S&P 500's reported income into economic profits and thereby created a model which captured over one-third of public equity price movements.
- Analyzed variances between companies' reported earnings, their taxable income and the Department of Commerce's definition of corporate profits.

Meadowcroft Associates, Westport, CT 1991 to 1992
Investment bank specializing in workouts and restructurings
Associate

Responsible for conducting financial analysis to advise creditor committees in bankruptcy proceedings.

- Valued and authored 5-year business plans for a diversified industrial company and a T.V. station.
Determined equitable settlements for their creditors and their optimal capital structures after restructuring.
- Supported Eagle-Picher, Inc.'s successful emergence from bankruptcy.

Goldman, Sachs & Co., New York, NY 1989 to 1991
Global investment bank
Financial Analyst, Investment Research Department, Economics Research Group

Responsible for conducting macroeconomic analysis and contributing to and overseeing the production of multiple economic publications distributed to the firm's clients and personnel.

- First financial analyst to write analytical commentaries for the group's monthly economic forecast.

EDUCATION

Kellogg School of Management, Northwestern University, Evanston, IL 1993 to 1995
MBA, June 1995. Majors: Finance, Management & Strategy.
Elected to *Kappa Gamma Sigma* honors society.

Middlebury College, Middlebury, VT 1985 to 1989
Bachelor of Arts in Economics, May 1989. *College Scholar*. Concentration: Mathematics/Computer Intro.
Graduated *cum laude* and with *highest honors* in economics. Awarded *Best Thesis in Economics*.
Co-author: "The Union-Nonunion Wage Differential Over the Business Cycle: Evidence from PSID."
Economics Letters, volume 37, 1991: pp. 97-103.
- Presented paper at the Southwestern Economic Associates conference, March 1991.

OTHER DATA

Rogue Investors Partnership, Chicago, IL 1996 to 2002
Founded online investment partnership and oversaw its investment policies, governance and operating procedures. Achieved cumulative returns which beat the S&P 500 Index by 4.3%.

Affiliations

- Alumni Admissions Committee, Middlebury College.
- Member: Association for Corporate Growth.
- Instrument-rated multi-engine commercial pilot.
- President: Magnolia Townhomes Association.