

An aerial photograph of the New York City skyline, featuring a dense cluster of skyscrapers. The Empire State Building is the most prominent structure, standing tall in the center-right. The city extends to the water's edge, with bridges and a harbor visible in the distance. The sky is a pale, hazy blue. A semi-transparent orange horizontal band is overlaid across the middle of the image, containing the name 'JOHN T. SHEA' in white, bold, sans-serif capital letters.

JOHN T. SHEA



Over 40 years experience assisting companies with financial issues

14 years managing a boutique M&A firm

10 years managing a generalist private equity group

7 years at the US arm of a French/Belgium investment company

10 years at a money center bank

BACKGROUND

MANAGING PARTNER

at Berkery, Noyes & Co. a sell side M&A firm focused on the lower middle market in the education, healthcare, fintech, and B2B markets. Oversaw activities of all managing directors which included sourcing, signing, and executing transactions. The Firm closed over 250 transactions during my time there.

SENIOR MANAGING DIRECTOR

at Wafra Partners where I started the private equity group. Targeted investments of \$10 - \$20 million in lower middle market companies. Made both control and minority investments. Responsible for sourcing, negotiating, overseeing, and exiting investments. Completed sixteen investments.

SENIOR VICE PRESIDENT

at Lambert Brussels Capital Corporation, the US arm of a French/Belgian investment group. Targeted the financial services industry as well as high yield bond markets for investments. Helped oversee their investment in Drexel Burnham Lambert. Completed twelve investments.

VICE PRESIDENT

at Citibank, NA making commercial loans in the healthcare, retail, and food service industries. Also, worked in the restructuring group trying to collect large problem loans.

SKILLSET



In my over forty years of working with companies I have assisted them in all facets of financial matters. From helping sell a business, buy a business, raise capital, improve performance, develop business plans, solve financial problems, restructure balance sheets, etc. I have worked with them to achieve the best outcome.



I have encountered and dealt with most all of the issues that can arise in running a business and worked through them either as an advisor, investor, financing source, or senior executive.



I have spent extensive time working with private companies. I am very familiar with the issues they face not only in running their business but also in deciding what exit strategies or succession planning they should undertake.



I provide independent advice with no conflicts with investment banks or financing sources.

EXPERIENCE

COMPANY

Berkery Noyes

LBCC, Wafra

Citibank

BUSINESS FOCUS

Sell Side Advisory

Direct Investment

Lending

ANALYTICAL STRENGTHS:

- Determine Cash Flow
- Assess Management
- Maximize Profitability
- Determine Capital Needs + Sources
- Develop Strategic Plan
- Assess Growth Strategy
- Understand Market Position
- Determine Value
- Review Sales Strategy
- Succession Planning
- Deal Execution
- Negotiations

Understanding each area was critical in all my previous jobs. I could not lend to, invest in, or sell a business without understanding these items.

This experience is critical to providing advisory services.

ADVISORY AREAS:

- Profit Improvement
- Strategic Planning / Business Plans
- Succession Planning
- Governance
- Diligence Support
- Quality of Earnings
- Capital Raise
- Prepare a Business for Sale
- Sell a Business
- Buy a Business
- Valuation
- Capital Structure
- Execution



APPROACH

Know my client's goals. They're not always obvious.

Evaluate all options. Often there exists more than one way to get to the goal. Different options will impact a client in different ways.

Avoid conflict. The client needs to know that your first interest is getting the best outcome for him.

Understand the Company. Time needs to be spent understanding the business and its strengths and weaknesses. Otherwise, reaching the goal is more difficult.

Stay hands on. To get the best results the advisor needs to work all the way through the plan. Success takes time and effort.

CONTACT



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