



### Background

- Automotive
- Metal Forging, Stamping, Foundries, Fabrication & Machining
- Chemicals
- Engineering
- Retail/Wholesale

## Mark A. Schumacher - *Senior Director, BBK Southfield*

Mark has more than 25 years of experience as a senior executive for various mid-size companies in diverse industries. He has negotiated dozen of successful acquisitions, led due diligence teams, crafted successful integration plans, and arranged numerous highly leveraged credit facilities. His background with mid-market companies provides him with a unique perspective on business and financial issues.

Since joining BBK, Mark has represented a number of automotive OEMs in their response to the financial difficulties faced by key suppliers. He recently led a BBK team performing due diligence activities in support of the acquisition of a supplier of critical automotive products with a high intellectual property content.

### Professional Experience

Prior to BBK, Mark was the Vice President of Finance and Administration for Clayton Group Services, Inc., a national provider of engineering and environmental consulting services. His key accomplishments included the negotiation of seven acquisitions and one divestiture. He obtained favorable terms for three highly leveraged financings, led the conversion of accounting and project management systems, and supervised design and installation of the company's first wide area network.

Mark also served as a Senior Vice President for Church & Church, Inc., a chain of lumber, building materials and hardware stores, during a period of financial restructuring. His accomplishments included negotiations with the workout committee of a major bank in order to obtain time and flexibility in dealing with strategic & financial problems; 5 locations were closed and 3 were consolidated, resulting in an ability to pay off 20% of debt.

During Mark's role as Chief Financial Officer for Murray's Discount Auto Stores, Inc., the company saw an increase in revenues of 335%, an increase of operating income of 250%, and an after-tax return on assets of more than 50% over a three-year period, while maintaining the strongest operating statistics of any major retail chain.

Mark began his career as the Treasurer of the Cable Television Division of the Walt Disney Company. In this role, he closed \$250 million in acquisitions over a four-year period, as the division grew to \$350 million in revenues.

### Education and Certifications

- Master of Business Administration, Darden School at the University of Virginia
- A.B. in Applied Mathematics, Harvard University