



Michael Barr is an executive leader with expertise in all facets of operations management, with proven skills in business process restructuring, mergers and acquisitions, sales management, financial and risk management. He has 25 years of P&L management control of assets up to \$20 million.

Mr. Barr has distinguished experience in the corporate arena with demonstrated strengths in operations analysis, implementation, and special project leadership. Michael Barr is an Implementation and Integration Specialist who can bring multiple companies together to create a single entity. He is an M&A deal-maker who has brought many deals from introduction to conclusion.

Michael Barr is available to work with or for your company to solve problems, increase productivity and grow.

CAREER ACCOMPLISHMENT HIGHLIGHTS

Established Workers Comp Risk Management Pool
Reorganized Distressed Manufacturing Business
Private Equity Firm Founder
Employee and Partner Separation Agreement Negotiations

SEE INSIDE FOR MORE DETAILS.

CRS ADVISORY GROUP

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Strategic Business Planning

Sales/Revenue Management

Mergers and Acquisitions

Target Management | Due Diligence | Legal Management Process

Company Integrations

Strategic Customer Acquisition

Leadership/Team Building

Negotiations

Customers | Suppliers | Banking | Capital Markets

Turnaround Management

Risk Management

ACCOMPLISHMENTS

Company Integration/Strategic Business Planning

Michael Barr worked with an electrical construction company to manage the development of a fully integrated, industry-specific accounting and job costing software system. The application was utilized full-time for over a decade.

Following the acquisition of a mechanical contracting firm that had dedicated an entire computer room to hardware, Mr. Barr, along with an in-house software programmer, developed, beta-tested and launched a fully integrated accounting and job costing application that could replace the outdated, inefficient and outsized hardware by running on a desktop server.

Risk Management

Launch and Management of Worker's Compensation Pool:

While working in the construction industry in the state of Illinois, CRS Advisory Group Principal, Michael Barr, co-designed and implemented a worker's comp self-insurance pool, sought and obtained state approval, and marketed the pool to union subcontractors. Upon full participation, the pool was opened, and Mr. Barr successfully managed the innovative insurance pool as president and chairman, and chair of the claims committee.

Lawsuit Victory Against Lease Holder of Bankrupt Building:

During a contract with a design-build general contractor/engineering firm, Mr. Barr's company was caught in the middle of a dispute between the GC and the lessee of 100,000 square feet in an industrial building which had become a foreclosed property. Having not been paid, Mr. Barr's company had a lien attached to the lease for the outstanding money owed. The matter was litigated and a favorable judgment for costs, legal fees and interest of the outstanding sum was won.

Negotiations

Negotiations of Multiple Employee and Partner Separation Agreements:

Michael Barr served on numerous occasions as de facto ombudsman between parties to reach amicable settlements with minimum investigative and legal fees. Mr. Barr was successful in reaching settlements in all but one case, which resulted in a lawsuit ending in a consent decree favorable to the company.

Negotiation of Valid Lien Settlement:

In response to a low-ball settlement offer on a valid lien on a foreclosed property, Mr. Barr told opposing counsel the following, "I know what you think you told me but let me explain to you what I heard. You authorized me to perfect and foreclose on our lien." A subsequent, larger offer of an amount adequate to cover costs was presented to and accepted by Mr. Barr.

The Best Job of the Year is Usually the One You Walk Away from:

While president of Barr Electric, Michael Barr rejected a contract that dictated the subordination of lien rights to the lender. This was a non-starter issue and while the project would have brought substantial work to the business, Mr. Barr passed on the contract. Ultimately, it was reported that a lien had been applied to the property.

Negotiations (cont'd)

Increased sales from \$1.5 million to \$10 million:

In 1989, following the death of his father, Michael Barr took the helm as president and chairman of his family's company to which he returned in 1984, learning the business from the ground up. The company was busy when their customers were busy--and slow when customers were slow. Mr. Barr embarked on a strategic customer acquisition effort, recruiting new customers and exponentially growing a loyal customer base and sales over a 12 year period by over 6.5 times.

Strategic Business Planning

Union Employee Retention Plan:

As president of Barr Electric, Michael Barr designed and implemented a union employee retention plan to retain workers during an economic recession. Layoffs would return workers to the union seniority system where after they would be unlikely to return to Barr Electric. Mr. Barr created a worker rotation plan to supplement their unemployment checks with funds matching union benefits. The program retained workers until workload was sufficient to bring everyone back to full-time. The company and the employees considered the program a "win-win!"

Mergers and Acquisitions

The Walk Away:

At the closing of an M&A deal, Michael Barr discovered a document that showed the seller having a preferred position to his suppliers and expected a prior loan to his business be paid before the suppliers. Mr. Barr instructed the seller that suppliers must be paid first. The seller refused and Mr. Barr walked away from the deal.

Sale of Business for 6 Times Book Value and 12 Times EBITDA:

In 1996, as the only family member active in his family's electrical contracting company, Michael Barr engaged an investment banker to market the company for sale. A detailed offering memorandum was developed and the business was marketed for sale. Offers were received and considered. In 1998, following an update of the marketing memorandum, multiple offers were received. Ultimately, Mr. Barr negotiated and accepted an offer with a price consisting of 50% cash and 50% stock, based on valuation of 6 times book value and 12 times EBITDA.

Founded Private Equity Firm To Bring Management To Small Companies

In 2007, Michael Barr, along with a business partner, founded a small, private equity firm with the mission of bringing professional management to companies with little-to-no infrastructure that were being managed primarily by the business owners. Once the PE firm was formed, funds were raised to initiate searches for target companies. Two businesses were visited per day during the first phase, and approximately 100 books were reviewed.

Mr. Barr's responsibilities included dealing first with intermediaries, then the business owners, generate offers via LOI, perform due diligence and negotiate to signature. Between 2007 and 2014, ten deals were successfully closed. In 2010, the private equity firm raised \$600,000 to launch a start up in the recycled materials space, and in 2014 and 2015 more than \$1 million was raised to fund the purchase of additional recycling equipment.