

# RICHARD G. HOOEY

1310 West Wynnewood Road

Wynnewood, PA 19096

[www.mycareerhighlights.com/richardhooey](http://www.mycareerhighlights.com/richardhooey)

Home: 610-896-9375

[dickhooey@comcast.net](mailto:dickhooey@comcast.net)

Mobile: 610-389-9013

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## FINANCIAL MANAGEMENT EXECUTIVE FINANCIAL STRATEGY/VALUATION/INVESTMENT MANAGEMENT

### PROFESSIONAL PROFILE

- Strategic Financial Management Executive with success growing businesses through Corporate Development activity.
- Determines valuations for corporate transactions utilizing Discounted Cash Flow analyses and publicly traded metrics.
- Develops investment strategies to increase capacity and lower volatility and risk while maintaining return.
- Structures and negotiates potential transactions to maximize returns and increase probability of closing.
- Prepares business cases, pro-forma financial projections, and offering memoranda to business partners.
- Researches market opportunities in new and existing market sectors to strategically grow businesses.
- Facilitates training programs, leads project teams, and volunteers for key leadership roles to advance businesses.
- Holds an MBA in Finance and a BAc in Accounting, graduating with designation of Suma Cum Laude.

### CORE COMPETENCIES

- Corporate Transactions:** Mergers • Acquisitions • Divestitures • Target Identification & Assessments • Deal Transaction Structuring & Negotiation • Board Presentations
- Valuation:** Discounted Cash Flow Analyses • Relative Valuations • Capital Budgeting • New Business Venture Feasibility Studies • Financial Modeling
- Investment Management:** Portfolio Design • Strategic Industry & Company Research • Risk Control • Information Data Systems • Algorithmic & Block Trading • Merger Arbitrage • Hedge Fund Management
- Risk Management:** Risk Identification • Quantification of Risk • Research of Risk Variables • Hedging Techniques • Graphic Presentation of Risk Exposure • Scenario Analysis
- Leadership:** Vision • Project Management • Cross-Functional Team Management • Mentoring • Training Strategic Planning • Tactical Implementation • Subject Matter Expert
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### SELECTED CAREER ACCOMPLISHMENTS

- **Devised** a \$9.4B bid for a private equity group interested in acquiring the domestic operations of a European Corporation. **Prepared** pro forma financial statements and conducted DCF analysis. **Confirmed** bid reasonableness using publicly-traded valuation metrics.
- **Developed** an investment strategy and philosophy that achieved a 15.6% pre-tax annual average return in pure alpha.
- **Segregated** market risk away from the company's 50% joint venture paper mill partner, maintaining the right to purchase and manufacture pulp and construct a \$76.5M facility.
- **Saved** \$384K by making an immediate pre-market trade after the announcement of a major pharmaceutical event.
- **Financed** recycled pulp mill on non-recourse, project finance basis at 112 points over Treasuries.
- **Developed** a 3-pronged marketing strategy designed to support project financing while maximizing advantage of market opportunities.
- **Lowered** volatility 12.9% and downside risk 18.5% while maintaining return levels by restructuring portfolio.
- **Ensured** compliance with corporate financial goals by developing and facilitating a corporate economics class designed for employees in all functional business areas.
- **Led** growth in assets of 89% as volunteer leader of a credit union by expanding services to members and completing the merger of another local credit union.
- **Increased** investment capacity 10% via statistical analysis and development of a new sector demonstrating above benchmark returns with acceptable risk parameters such as back-test returns over 20%, Sharpe ratios of 2+, and Sortino ratios of 4+.
- **Collected** \$6.5M in indemnity payments from a series of complex tax-advantaged investments by building consensus among investors, proposing settlement strategy, and leading negotiations with issuers.

## PROFESSIONAL EXPERIENCE

### **Strategic Financial Consultant**, Wynnewood, PA

2007-Present

*Provides strategic financial and transactional expertise to a private equity / LBO group.*

- Manages the initiative to acquire the domestic operations of a major European corporation.
- Recommended investment bankers with global and industry experience and comparable transactions.
- Prepares business cases, pro-forma financial projections, and offers memoranda for potential funding participants.
- Determined appropriate valuation for bid by utilizing DCF analysis and confirming with publicly traded metrics.
- Provides structural changes to transaction to maximize returns and increase probability of closing.
- Serves as a key contributor for a project team to acquire and transform existing facilities into state-of-the-art treatment facilities. Pursuing a \$550M funding commitment.

### **Bryn Mawr Capital Management**, Bryn Mawr, PA

1996-2007

*A privately held hedge fund with \$1.4B in assets under management.*

#### **Vice President**

- Managed relative valuation, risk-averse portfolio of up to \$100M serving as Portfolio Manager, Analyst, and Trader.
- Researched market opportunities and applied investment framework to new market sectors.
- Initiated and monitored large merger arbitrage positions including regular risk reviews.

#### **Additional Accomplishments:**

- **Contributed** to increasing assets under management from \$400M to \$1.4B over 10 years by conducting R&D studies.
- **Outperformed** the composite model benchmark for 8 out of 10 years.

### **Minnesota Power**, Duluth, MN

1987-1996

*A \$750M diversified and publicly-traded utility Company with 1450 employees.*

#### **Portfolio Manager** (1994-1996)

- Managed an internal long/short, relative valuation equity portfolio of up to \$35M.
- Performed roles as an Analyst, Trader, Back Office, and Reporter to key stakeholders.

#### **Financial Analyst** (1988-1994)

- Led strategic financial decision evaluations including acquisitions, divestitures, new business ventures, and investment/capital budgeting analyses for both regulated and non-regulated business segments.
- Prepared and delivered presentations illustrating complex transactions to all levels of management, including the Board of Directors.

#### **Internal Auditor** (1987-1988)

- Conducted audits and due diligence reviews of internal company operations, external contracts, subsidiaries, and potential acquisition targets.
- Designed a series of automated worksheets to allow auditors to focus on the appropriateness of costs during audits of the company's largest cost items.

## ADDITIONAL EXPERIENCE

### **Minnesota Power Employees Credit Union**, Duluth, MN

1991-1996

*A member owned financial institution with total assets of approximately \$35M.*

**ALM Officer** (1991-1993), **Vice President** (1993-1995) **President** (1995-1996).

- Volunteered in leadership roles to increase services provided by the credit union to become the primary financial service provider to all members.

#### **Additional Accomplishments:**

- **Increased** financial soundness by developing an Asset/Liability Management Program at the Company's Credit Union allowing it to identify and correct duration mismatches in assets and liabilities and minimize interest rate risk.

## EDUCATION

**MBA**, Finance, **American Graduate School of International Management**, Glendale, AZ (*Summa Cum Laude*)

**BAC**, Accounting, **University of Minnesota Duluth**, Duluth, MN