



MIDWEST BUSINESS BROKERS
AND INTERMEDIARIES

M & A in Uncertain Times

October 12, 2020

11:00 – 1:00 PM

Moderator:



John B. Weber is Vice President of Water Street Advisors, a boutique M&A advisory firm providing sell side and buy side services for companies in the lower middle market. John has over 35 years of financial transaction experience helping companies of all sizes obtain debt and acquisition financing. As a commercial banker for several large regional, and multi-national banks, John's knowledge of international financing, credit analysis, cash flow lending, bond financing, and non-conventional forms of financing has helped hundreds of clients obtain the capital funding they needed to grow and prosper. John has experience in a wide array of industries, including manufacturing, wholesale, retail, franchising, distribution, logistics, transportation, healthcare, service, and not-for-profit organizations. John is actively involved in MBBI, The Exit Planning Exchange, ACG, and other charitable organizations. He lives and works in Naperville, Illinois.

Panelists:



Henry Kaskov, founder of Kaskov Valuations, Inc., works with small and mid-sized businesses and their owners providing business valuations and financial consulting services. Henry has over a dozen years of experience performing business valuations for succession and transition planning, mergers & acquisitions, estate and gift tax planning and reporting, ESOPs, marital and corporate dissolution and disputes, commercial economic damages and general financial consulting for clients across the U.S. and around the world.



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Martin A. Schultz is a Chicago lawyer who after a decade long larger firm experience established MARTIN A. SCHULTZ & ASSOCIATES in 1991 as a specialized commercial transactions practice. Martin represents clients in matters concerning entity formation, governance and restructuring, mergers and acquisitions, private equity and venture capital transactions, start-up, early stage and expansion financing, real estate acquisition, development and mortgage financing, asset-based lending, structured financings, executive engagement and compensation and in a host of other matters.

Martin received his JD from The John Marshall Law School, Chicago, IL in 1981, MBA from The George Washington University, Washington, D.C. in 1976 and BA from Tulane University, New Orleans, LA in 1974.



Wade Walla is a serial entrepreneur with an executive background in a variety of successful startups. Wade learned Korean in the US Army at the Defense Language Institute. He honed his leadership skills as a sergeant in the US Army, where he led a squad of Korean and US soldiers on the Demilitarized Zone in South Korea. He accomplished deployments of millions of dollars' worth of equipment and soldiers to the National Training Center in California as part of the 101st Airborne Division. Post-military, he forged a career in Information Technology, working as an IT executive in three separate startups in quick succession which have all successfully exited via sales to larger entities.

In 2013, he sold an IT startup to a private equity firm, and was serving as President at that same company in 2015 when it was sold to another PE firm on its way to a successful acquisition by a publicly held company. In 2016, Wade became the sole owner of a construction supplier with 28 employees. Since then, his company has grown to 50 employees, increased sales by 50%, made another acquisition of a competitor, and is up 15% YOY during the pandemic.