

RICHARD E. JACKIM

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OVERVIEW

Richard Jackim is an experienced investment banker and M&A attorney, as well as an education industry entrepreneur, a published author, and the founder and principal partner of two boutique mergers and acquisitions advisory firms. He is also an experienced litigation consultant and expert witness in matters related to mergers, acquisitions, valuation, and economic damages.

WORK EXPERIENCE

SPORTS CLUB ADVISORS, INC. Managing Partner, Libertyville, IL **2016-Present**

A boutique mergers & acquisitions firm that provides sell-side, buy-side, and consulting services to clients in the sports, fitness, and leisure categories across the United States.

JACKIM WOODS & CO., Managing Partner, Libertyville, IL **2015-Present**

A boutique mergers & acquisitions firm that provides sell-side, buy-side, and consulting services to small-to-mid-sized privately held businesses throughout the United States.

MIDCAP ADVISORS, Managing Director, Chicago, IL **2008 – 2015**

A financial services firm based in Manhattan that provides advisory services to privately held companies.

EXIT PLANNING INSTITUTE, Co-Founder, Chicago, IL **2005 – 2012**

An international training and certification company for management consultants, business brokers, lawyers, and accountants with 350 members in six countries. Sold to a private equity group in 2012.

THE CHRISTMAN GROUP, President, Palatine, IL **2003 - 2008**

The Christman Group was a mergers and acquisitions firm based outside of Chicago.

CHAPMAN ASSOCIATES, President, Schaumburg, IL **1997 –2002**

A national business brokerage firm based outside of Chicago with sixteen regional offices and 22 dealmakers across the United States.

PRUDENTIAL POWER FUNDING ASSOCIATES, Investment Banker, Chicago, IL **1993-1996**

An investment banking division of the Prudential Insurance Company that invested in lower middle market companies and high-risk, high yield privately owned infrastructure projects.

WHITE & CASE, Associate/Attorney, New York, New York **1987-1991**

Mergers and acquisitions attorney at a global law firm with over 1,500 attorneys representing major corporations, government entities, and large banks in 20 countries.

EDUCATION

KELLOGG GRADUATE SCHOOL OF MANAGEMENT, Evanston, IL MBA in finance

CORNELL LAW SCHOOL, Ithaca, NY JD *cum laude*

COLGATE UNIVERSITY, Hamilton, NY BA *cum laude*

EXPERT WITNESS ENGAGEMENTS

Date	Client	Other Party	Engagement
11/9/22	Carlos A. Rogers	Club Fitness of Charlotte	Valuation for divorce, settled
11/2/22	Carlos A. Rogers	The Office Gym	Valuation for shareholder dispute, settled
10/7/22	Jerry Williams	Ethos Fitness	Valuation for shareholder dispute, settled
7/5/22	Endo Fitness, et. al.	F-19 Fitness	Economic damages, deposition & trial in state and federal litigation involving 60 plaintiffs
4/13/22	Cord Grass Holdings	UFC franchise	Valuation of Master Franchise, arbitration
4/7/22	Austin Sport & Social League	Cities Sports Clubs	Valuation for shareholder dispute, settled
12/13/21	FXA Sport & Social	IRS	Expert witness for conversion to non-profit status
11/19/21	Rogers Sports & Media	Cursons Management Associates	Economic damages, testified at deposition & trial in Ontario, Canada
10/28/21	Tony Magliano	Raw Labs Fitness	Valuation for shareholder dispute, settled
5/18/21	Nick Kara	Paramount Tennis Club	Valuation for investment, settled
12/11/20	Andrew Darby	Cross Fit BNA	Valuation for shareholder dispute, settled
12/11/20	Ohio Planet Fitness	Owner's Spouse	Valuation for divorce settlement, deposition, settled
11/30/20	Christina Johnson	Anytime Fitness franchise	Valuation for divorce settlement
6/13/20	Rascal Fitness	First Bank	Valuation for bankruptcy
6/4/20	Earl "Packy" Wilson	Spouse	Valuation of fitness franchisor for divorce settlement, testified at deposition & hearing
6/4/20	F-19 Holdings, LLC	Creditors	Expert witness for bankruptcy hearing, deposition, testimony
12/2/19	Circle City Athletics	iBeach36 Volleyball	Valuation dispute, arbitration
9/4/19	Jason A Cooper	Enoch CrossFit	Valuation for shareholder dispute, settled
8/27/19	Worn Capital	Turnstyle Cycle Club	Valuation for shareholder dispute, testified at deposition, settled
12/14/18	Forged Fitness	Shareholders	Valuation for shareholder dispute, settled
10/30/09	Michael Czinege, et. all	Applebee's/Dine Equity, Inc.	Economic damages related to senior executive's golden parachutes, testified at deposition & trial

OTHER

Author of the critically acclaimed book, ***The \$10 Trillion Opportunity: Designing Successful Exit Strategies for Middle Market Business Owners***, Second Edition, published in 2007 by The Exit Planning Institute, hardcover, 250 pages.

Licensed Attorney – New York State – Retired