

STATEMENT OF QUALIFICATIONS

TOM R. CAVANAGH

Vice President/Shareholder

Tom specializes in assisting business owners and managers in a wide range of industries identify and accomplish their business transfer goals, utilizing a variety of M&A processes tailored to the objective of each transaction. As an active member in the Alliance of International Corporate Advisors, he is also responsible for managing BCC's collaboration with international colleagues on global assignments. Tom joined BCC in 2006.

EDUCATION, LICENSES, & CERTIFICATIONS

- M.B.A., Drake University
- Bachelor of Management: Business Administration, University of Northern Iowa
- Investment Banker Licenses (Series 63, 79)
Registered Representative with StillPoint Capital, LLC
- Real Estate License, Broker-Officer – State of Iowa
- Leadership Iowa – Graduate
- West Des Moines Leadership Academy – Graduate

PROFESSIONAL & COMMUNITY INVOLVEMENT

- Alliance of International Corporate Advisors (AICA)
– Treasurer
- Association for Corporate Growth (ACG) – Member
- Iowa Association of Business and Industry (ABI)
– Member
- Rotary Club of Des Moines A.M. – Board Member
- 100 Men on a Mission – Active Supporter



Tom Cavanagh

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515.777.7076

- Mergers & acquisitions
 - Buy-side transactions
 - Sell-side transactions
 - Succession planning
 - Recapitalization
 - Cross-border transactions
 - ESOPs

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PRESENTATIONS & ARTICLES

- “Business Succession Options” co-presented to the **Mid-Iowa Estate & Financial Planners**, Des Moines, Iowa – April 20, 2023.
- “Whether Buying or Selling: It is About Building a Strategy” co-presented at the **ABI Annual Conference**, Dubuque, Iowa – June 7, 2017.
- “Growth by Acquisition: Opportunities & Pitfalls” co-presented at the **ABI Annual Conference**, Sioux City, Iowa – June 16, 2016.
- “Minimizing Business Risks for Higher Valuation” published in **ABI’s The Voice of Iowa Business**, November 12, 2015.
- “Current M&A climate: Overview brief pointers on how to maximize company value and deal structure” presented to the **ABI Advanced Manufacturing Conference**, Ankeny, Iowa – October 9, 2014.
- “Considering private equity firms when selling your business” published in **ABI’s The Voice of Iowa Business**, August 28, 2012.
- “Analyst Professional Development” facilitator/leader for Analyst and Associates Program, **International Association of M&A Partners (IMAP) Spring Conference**, New York, New York – April 2, 2011.
- “How to Use IMAP” facilitator/leader for round table workshop and discussion, Analyst and Associates Program, **International Association of M&A Partners (IMAP) Spring Conference**, Miami, Florida – April 9, 2010.
- “Proven Marketing Techniques to Potential Purchasers of Sell-Side Clients” co-presented to the **International Network of M&A Partners (IMAP) Fall Conference**, Amsterdam, The Netherlands – October 25, 2008.