



Lance J. Phillips

Partner
Chicago

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Education

J.D., *cum laude*, University of Michigan Law School, Associate and Notes Editor, *Michigan Law Review*

B.A., *with honors*, Michigan State University

Bar Admissions

Illinois

Background

Lance Phillips is a partner in the M&A and Private Capital team of Eversheds Sutherland's Corporate Practice Group.

He focuses his practice on representing both public companies and financial sponsors (including private equity firms) in domestic and international mergers and acquisitions, divestitures, equity investments and corporate governance matters. He advises his clients on all aspects of M&A transactions, including providing all transactional agreements, overseeing due diligence investigations, coordinating deal teams and advising on legal and business issues. He also advises clients on corporate governance matters, including responses to activist investors, preparation of SEC filings and securities law and stock exchange compliance.

Lance has extensive experience leading significant and complex M&A transactions for his clients, which span a variety of different industries and sectors.

Prior to joining Eversheds Sutherland, Lance worked for a major global law firm as a corporate M&A attorney representing public companies and private equity firms in domestic and international M&A transactions.

Professional Activities

- Board of Directors, Chicago Youth Centers

Clerkships

- Law Clerk, Honorable Robert Holmes Bell, U.S. District Court for the Western District of Michigan

**Robin Johnson, Head of Cross Border M&A
Eversheds Sutherland LLP**

Robin Johnson is a member of the Eversheds Sutherland Cross Border M&A Team. He is also Sector Chair of the Diversified Industrial Sector Group. Legal Business in the UK once voted Robin as one of the top ten M&A lawyers in the UK. In 2010-2011, Robin had a secondment to Parker Hannifin to assist in a major European restructure and in 2013 spent 4 months as Interim European and Asian GC for Archer Daniels Midland. In 2012, Robin spent 4 months researching and writing Eversheds award winning "M&A Blueprint: Inception to Integration" report.

Robin has authored many articles including being published in the Baird Monthly M&A Monitor, International Financial Law Review, The Journal of Private Equity and the Metropolitan Corporate Counsel and European Private Equity Journal. He has spoken on an ACC webcast on Top 10 Tips in M&A and Robin has also spoken on similar topics for the American Bar Association, National Directors' Institute of Chicago and the Manufacturer's Alliance. He was asked by Wall Street Journal to write an "opinion piece" in January 2010. He wrote the chapter on international joint ventures in the UK in the ABA International Joint Ventures the Transactional Guide for US Lawyers. Robin previously was on the consulting editorial board for Lexis PLS for corporate M&A.

Contact

www.linkedin.com/in/dan-counsell-45179722 (LinkedIn)

Top Skills

Series 7

Series 66

Series 79

Languages

English (Native or Bilingual)

Spanish (Limited Working)

Certifications

Series 7

Series 66

Series 79

Dan Counsell

Director - Mergers & Acquisitions at Kohler Co.
Greater Milwaukee

Experience

Kohler Co.

6 years 4 months

Director - Mergers & Acquisitions

January 2017 - Present (3 years 8 months)

Kohler, WI

Oversee, manage and lead the corporate M&A process and strategic investments for a privately held company with over \$6.0 billion in global sales and four operating divisions: (Kitchen & Bath, Power & Engines, Interiors and Hospitality).

Broad experience and knowledge in industrial and consumer brand segments. Comprehensive capabilities in cross border M&A, deal evaluation / execution, financial due diligence, negotiation as well as strategy and acquisition integration.

Strong network and deal origination skills, resulting in an ability to drive increases in deal flow both domestically and abroad, as well as develop proprietary opportunities.

Manager - Mergers & Acquisitions

May 2014 - Present (6 years 4 months)

Kohler, WI

Baker Tilly Capital

Mergers & Acquisitions - Manager / Senior Investment Banking Associate

October 2010 - May 2014 (3 years 8 months)

Greater Milwaukee Area

A subsidiary of the accounting firm Baker Tilly Virchow Krause, Baker Tilly Capital is a boutique middle-market investment bank, providing services in mergers & acquisitions, financial due diligence and transaction advisory services for clients between \$10.0 and \$1.0 billion in revenue.

Leveraging previous deal experience, helped lead a team of 4-6 regional bankers in providing transaction advisory services for sell-side, buy-side, due diligence and corporate finance engagements. Assisted in the analysis, negotiation and execution of 75+ financial due diligence, sell and buy-side deals as well as help lead deal teams in cross-border M&A activities, including Canada, Mexico, Europe and China.

Privately Held Company

Director of Finance & Corporate Development

June 2008 - October 2010 (2 years 5 months)

Wisconsin

Acted as a leader to assist in driving the company's growth strategy by executing and managing the acquisitions of two regional competitors as well as developing strategic relationships and joint ventures to expand geographic growth, drive top-line sales growth with national chains and large corporate accounts. Upon consolidating the regional market and integrating two acquisitions, successfully facilitated and negotiated the sale of the company to the largest privately held competitor in the U.S.

In addition I was also responsible for directing the company's financial direction, including treasury activities, financial reporting and forecasting and budgetary activities. Under my role, I was able to drive an increase in sales of 50% and increase operating margins by over 20%.

Robert W. Baird & Co.

Associate

January 2006 - May 2008 (2 years 5 months)

Milwaukee, WI

Responsible for equity research and trade execution for a \$350.0 million+ private investment management fund. I specialized in developing research and proprietary valuation models for portfolio equities as well as new equity considerations. I performed in-depth financial due diligence, comparison analysis and industry research for equities as well as maintained portfolio allocations by rebalancing specific equities based on valuation, asset allocation and market trends. I proposed and implemented detailed strategies that were fundamental in hedging portfolios that helped conserve capital, navigate the economic downturn and achieve above-average returns for clients against industry indices.

Education

University of Wisconsin-Milwaukee - School of Business
Administration

MBA, Investment Banking, Financial Strategy and Private
Equity · (2008 - 2010)

Universidad Complutense de Madrid

Finance - Study Abroad Program · (2009 - 2009)

University of London

Finance - Study Abroad Program · (2009 - 2009)

University of Wisconsin-La Crosse

BS, Finance and Economics · (2001 - 2005)

Contact

www.linkedin.com/in/jasonpbaab
(LinkedIn)

Top Skills

Mergers & Acquisitions
Divestitures
Carve-outs

Languages

English (Native or Bilingual)
German (Professional Working)

Jason Baab

Vice President at Oshkosh Corporation
Greater Chicago Area

Summary

Global strategy and business development executive with a demonstrated track record of portfolio strategy formulation and implementation, merger and acquisition execution (70+ deals totaling over \$5BN) and integration change management. Most recently the head of corporate business development at \$4.5B+ home building and security product company. Prior experience at two Fortune 500 companies and investment banking. Diverse industry background including industrial process equipment, capital goods, automotive and consumer & home building products. International experience includes: Europe, Asia (with specific focus on China), Australia and New Zealand.

Experience

Oshkosh Corporation
Vice President
2017 - Present (3 years)
Oshkosh, Wisconsin Area

Fortune Brands Home & Security
Vice President Corporate Development
2013 - 2016 (3 years)
Deerfield, IL

Premier manufacturer of home building product brands including Moen, Masterlock and ThermaTru Door.

The Goodyear Tire & Rubber Company
Director Business Development
2011 - 2013 (2 years)
Akron, Ohio

A global, Fortune 150 business with over \$23B in annual revenue. Third largest tire manufacturer in the world, producing tires for consumer, commercial, aviation and racing industries

SPX Corporation
Vice President Business Development
2004 - 2011 (7 years)

Fortune 500 global diversified industrial company producing pumps, valves and process equipment

Wells Fargo
AVP, Structured Finance
2003 - 2004 (1 year)

US banking institution offering full financial services for consumer and commercial customers

Lehman Brothers
Associate
2000 - 2003 (3 years)

Full service investment bank offering corporate advisory, sales, trading and merchant banking services

Donaldson, Lufkin & Jenrette
Associate
1999 - 2000 (1 year)

Education

University of South Carolina - Darla Moore School of Business
Master of Business Administration (M.B.A.), International
Business · (1997 - 1999)

Bob Jones University
Bachelor's Degree, Finance, General · (1992 - 1996)