



Michael K. Badham, B. Math (Honours), CPA, CA, CBV

**Strategic and financial technical skills;
Educator and mentorship attitude;
Business builder and operator.**

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Michael has significant experience leading the growth of professional businesses and providing clients with creative and accretive advice and guidance with respect to strategy, M&A transactions, financings, and corporate growth. His consulting experiences are enhanced with operational experience and facilitating professional education.

Michael's experience and expertise in the areas of operations management, relationship building and governance, and education and training provides a unique skill set to develop and deliver on the mission, vision and operational goals of the *Georgian Angel Network*.

Relevant Experiences

Business leadership

- Executive Director of the International Institute of Business Valuers (IIBV), working with 6 valuation professional organizations globally to grow the profession through the development and education of international business valuation standards. Joined immediately after start-up as first employee and have scaled the business to have global leadership in business valuation education development and delivery;
- Strategic Advisor at Secret Location Inc., a globally recognized (Emmy award winning) digital trans-media production company. He is actively mentoring the leadership team through a period of high growth, scaling the business from inception to 60 employees;
- Founding partner, owner and Chair of the Board of Directors of Hardwood Ski and Bike Inc., Canada's leading cross country ski and mountain bike resort with 8 management staff and part-time staff that increases to over 50 people in the winter;
- Founder of FundingStore Canada Inc., a digital platform to assist Canadian businesses find funding fast. This experience provided a platform to meet and understand all of the angel networks in Ontario and Canada during the 2010 – 2012 years;
- As a senior Partner of Deloitte Canada, leadership responsibilities for 12 Partners and professional staff of over 100 across Canada, at its peak, and lead partner on a number of significant client transactions, usually involving complex financings and trans-national issues that required global coordination and technical M&A and corporate finance expertise; and

- Building the mid-market corporate finance and M&A advisory business at Peat Marwick (KPMG) (1980-1989), Power Financial Capital Corporation (1989-1992), Nesbitt Burns (1992-1994), CCFL Advisory (1994-1998) all through a systematic approach to attracting and retaining top talent, building deep technical expertise and building trusted client relationships;

Education and training

- Executive Director of IIBV, developing and delivering professional business valuation education and courses for accreditation to organizations around the world, reaching over 160 students in 2015;
- Program leader, lecturer and facilitator for the CPA Canada's Advanced Corporate Finance Program for the past five years;
- As practice leader at Deloitte, providing training in areas of business valuation, mergers & acquisitions, relationship building and trusted advisor skills;
- Part-time faculty at Lakehead University (Orillia), lecturing and facilitating courses in Managerial Economics, Finance, and Professional Orientation;
- Part-time faculty at Georgian College (Barrie), facilitating Strategic Analysis and Finance in the graduate Entrepreneurship program;
- Guest lecturer and panel moderator at various conferences over 30+ years, most recently in Bali at the annual meeting of the International Valuation Standards Council annual meetings and in Riyadh at the conference launching the establishment of a valuation professional organization in Saudi Arabia; and
- Co-developer of Ultra-CFO program for delivery to senior financial executives and newly minted CPAs who desire to improve their leadership skills in high growth situations.

Networking

- Active member in the Toronto Chapter of the Association of Corporate Growth – 1992 – 2007;
- Speaker and panel moderator at various Canadian Venture Capital Association conferences - 1986 – 2009;
- Attendance at various venture capital and angel investor functions – 2010 – 2013;
- Active participant and leader in Deloitte's Manufacturing Industry and Private Equity industry teams, focused on innovating solutions for clients – 2000 – 2008;

Career Highlights - timeline

2012 - present:

International Institute of Business Valuers – Executive Director of the global professional organization providing education and promoting ethics and standards. Currently working with 6 professional organizations from around the world that are building their business valuation professional education programs and delivering professional education for accreditation purposes globally;

Secret Location Inc. – Strategic Advisor to founding partners and shareholders (eOne Entertainment Group), Secret Location is a globally recognized (Emmy award winning) trans-media production company, delivering audience engaging content through story-telling, creative design and digital technology on emerging platforms.

Advised founder at start-up of the business and became an independent member of Board of Directors when the company added two partners. Advised on scaling the business from start-up to currently over 60 employees, office in Los Angeles and over \$6.0 million in sales over 7-year period. Advised on strategic investment by Entertainment One, US expansion plan, and strategy and operational efficiency as business evolved and grew;

CPA Canada – Leader of the Advanced Corporate Finance program, including developing curriculum and lecturing in webinars and in-class sessions to senior finance professionals for past 5 years. Participant in the initial founding of the program;

Georgian College - Part-time lecturer and facilitator in Strategic Analysis, Finance for Entrepreneurs and Global Entrepreneurship as part of graduate Entrepreneurship Program;

Lakehead University - Part-time lecturer and facilitator in micro-economics, finance and professional orientation at the Orillia campus;

Hardwood Ski and Bike Inc. – founding partner and Chair of Board of Directors, providing financial and strategic guidance to the leading Nordic ski and mountain bike resort in Eastern Canada and site of the 2015 Pan Am Games Mountain Bike events. Hardwood has 8 full time staff and part-time staff of over 50 people in the winter. The business consists of programming, retail shop, rentals, food service and facilities maintenance.

His role was to lead and organize a team of 12 investors to purchase the business from previous owners and negotiate long-term land leases with the Country of Simcoe. He is an active Board member in the areas of business positioning, customer service, marketing and bottom-line responsibility as he personally guarantees the bank loans. Currently, he is leading a succession process to replace the President.

2009 to 2012

Strateva Partners Inc. – CEO and mentor of a fast growing strategic advisory and consulting firm of 4 partners serving mid-market businesses in Canada. His role was to leverage his relationships and introduce the young partners;

FundingStore.com Canada Inc., Founder and President of a start-up company with the mission of helping businesses find financing fast;

HLP and Partners / InVism Inc. – Strategic advisor to company developing interactive video training tools for US military and police;

Lakehead University (Orillia), Part-time faculty lecturing and facilitating courses in Managerial Economics, Finance, and Professional Orientation;

1998 to 2009

Deloitte & Touche, Partner, Financial Advisory - Responsible for starting, building and managing a national corporate finance and M&A transaction advisory business with over 100 professionals across Canada. Active in the Deloitte global network of corporate finance professionals, the Manufacturing and Private Equity Industry teams and the leadership of the national financial advisory business.

As a Partner with leadership responsibilities he grew the team from an initial team of 6 partners and 10 staff to a team of 12 Partners and staff of over 100 at its peak, across Canada.

He was an active member of a number of teams supporting the attraction and retention of top talent, professional education and gender diversity.

He was lead partner on a number of significant client transactions, usually involving complex financings and transnational issues that required global coordination and technical M&A and corporate finance expertise, including private equity transactions, public offerings, leveraged financings and restructurings.

He regularly reported to and advised client Boards of Directors;

1990 to 1997

CCFL Advisory, Partner - responsible for starting and building an M&A and Corporate Finance advisory business. Key projects included IPO of a steel service center and financings of a technology company. This business was sold to Deloitte in 1998;

Nesbitt Thompson Inc., Vice-President and Director - Sourcing, developing and assisting clients in completing transactions involving the acquisition, divestiture, restructuring or valuation of businesses. Active participant on teams for Ontario Hydro, Privatization, and Insurance Industry;

Power Financial Capital Corp., Vice-President and Managing Partner -Sourcing, developing and negotiating proposed participation in a broad range of investments and transactions in one of Canada's first private equity groups. Focused on targeting Nordion Inc. as well as managing the investment in a few mid market companies.

1979 to 1990

Peat Marwick Thorne (KPMG), Staff accountant to Partner - 11 years serving a range of high profile clients in corporate finance, restructuring and business valuations in Toronto and Montreal.

Education

B. Mathematics (Honours) – University of Waterloo 1979

Chartered Professional Accountant – CPA Canada 1981

Chartered Business Valuator – Canadian Institute of Chartered Business Valuators – 1984

Institute of Corporate Directors - Rotman School of Management - 2008

Other Activities

Member of the High Performance Committee of Cross Country Canada responsible for the selection of athletes to and the development of Canada's National Cross Country Ski Team – 2008 – 2014.

Personal interests

Maple syrup production, road cycling, cross country skiing, travel, healthy eating, lowering his carbon footprint and art.