

# Michael Coppa

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## Corporate Executive

**OPERATIONS, FINANCE AND ORGANIZATIONAL TRANSFORMATION EXECUTIVE** with a highly diversified leadership-focused corporate and military career including strategic and tactical functional experience at the intersection of operations, finance and organizational behavior. Successfully implemented leadership philosophy and analytical skills to create tactical and strategic vision while building high performing, cohesive teams that drive operational and financial results. Held leadership and team roles in multiple industries and disciplines, including investment banking, health care services, consulting and the military. Accomplished in corporate finance, general management, operations, transformational change, new business development and negotiations. *Key qualifications include:*

- Training, Mentoring, Coaching, Developing Leaders
- Leading Organizations Through Change
- Building Cohesive Teams
- Profit and Loss Management
- Operational Process Improvement – Lean and Agile
- Performing Valuation and Returns Analysis
- Developing Long Term Business Relationships
- M&A and Capital Raise Transaction Execution
- Financial Forecasting, Planning and Analysis
- Strategic Planning

**Master of Business Administration** • Harvard Business School • Boston, Massachusetts

**Bachelor of Science** • Physics (Minor: Mechanical Engineering) • United States Military Academy • West Point, New York

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## PROFESSIONAL EXPERIENCE

### MCKINSEY AND COMPANY

#### *Performance Improvement Management Consultant (2016 - present)*

Responsible for identifying key business issues and applying innovative solutions in the areas of operations, finance, market assessment and organizational health in support of earnings expansion and working capital improvement, while driving transformational change for sustained, repeatable performance. Provide tools and coaching for building capabilities across multiple levels within the organization. Conduct Lean Management, Agile and other organizational transformations, including turning around distressed businesses.

### CHERRY BEKAERT LLP (*Middle Market Focused Regional Accounting Firm*)

#### *Transaction Advisory Services Senior Manager (2013-2015)*

Responsible for buy-side and sell-side due diligence for middle market private equity groups and corporate development teams, focusing on Quality of Earnings, Quality of Assets, Working Capital, Key Deal Issues and Operational Opportunity.

### DAVITA, INC. (*Fortune 500, International Dialysis Services Provider, NYSE: DVA*)

#### *Director, Operations / General Manager (2009-2012)*

Leader with complete **P&L responsibility of approximately \$60 million revenue** multi-unit organization, providing dialysis treatments for patients with End Stage Renal Disease. Maintained and developed relationships with affiliated physician partners; conducted due diligence of potential acquisitions and expansion projects; provided education and training; provided and supervised financial management, risk management, quality assurance compliance, patient care management and employee management. Developed future budgets and growth plans.

- **30+% EBITDA improvement** in 2 years: \$20+ million in 2011, compared to \$14.5 million in 2009.
- Successfully maintained existing and added new physician contractual relationships, securing projected future **revenue of more than \$600 million** in subsequent ten years.
- In 2010 and 2011, **exceeded annual budget for all operating metrics**, outperforming all other regions in division.

- Improved patient clinical outcome index score performance by **more than 20%**.
- Selected to evaluate and develop international business development opportunities in Europe; led government contract pricing effort in “white space” country where the Company had no ongoing operations.

#### **INDEPENDENT / FREELANCE CONSULTANT, FINANCIAL ADVISOR AND PRINCIPAL INVESTOR**

##### *Various (2008-present)*

Served in roles ranging from operations and strategy consulting to M&A, capital raising and independent acquisition search. Representative projects/relationships include:

*Scale Finance – Director, M&A, Debt and Equity Placements (2008-present)*

*Chanticleer Holdings, Inc. – Financial Advisor and Consultant (2008, 2015)*

*CBL Path (Subsidiary SONIC HEALTHCARE, SHLAX) – Strategy and Operations Internal Consultant (2012-2013)*

*Catawba Capital – Principal; conducted independent business acquisition search (2013)*

#### **WACHOVIA SECURITIES**

##### *Investment Banking Associate, Leveraged Finance (2007-2008)*

Evaluated and executed non-investment grade debt transactions, providing clients with access to institutional debt and high yield capital markets, with transaction values ranging from \$200 million to more than \$1 billion.

#### **EDGEVIEW PARTNERS**

##### *Investment Banking Associate, Mergers and Acquisitions (2005-2007)*

Executed mergers and acquisitions and provided strategic advisory services for companies in the middle-market Defense and Aerospace, Retail and Industrial Technology sectors with transaction values ranging from \$35 million to \$200 million.

- *Power Distribution, Inc.:* Advised \$35 million revenue privately held company through successful acquisition by Bertram Capital. Managed marketing process and provided analysis for contractual negotiations for successfully executing the transaction in excess of 10x EBITDA.
- *Stellex Aerostructures:* Advised \$125 million revenue Carlyle Group portfolio company through completion of merger with GKN plc Aerostructures business unit. Managed marketing process, buyer due diligence and provided insight during contract negotiations in order to successfully complete transaction in excess of 9x EBITDA.
- *B.C. Moore and Sons:* Advised \$100 million revenue family-owned regional apparel retailer through completion of purchase by Stage Stores, Inc.

#### **CAPTAIN, AVIATION BRANCH, UNITED STATES ARMY (1996-2003)**

Held numerous positions of increasing leadership responsibility in the Aviation Branch, culminating in Company Command. Managed, supervised and led teams ranging in size from 15 personnel to 125 personnel; responsible for performance of unit functions ranging from the strategic use of AH-64 (Apache) aircraft to deploying organic logistical teams; accountable for property ranging in value from \$20 million to more than \$100 million.

- Received two Bronze Star Medals and one Air Medal for actions in combat zones during Operation ENDURING FREEDOM and Operation IRAQI FREEDOM.
- Led unit’s first ground assault across Iraqi border and established mobile combat logistical systems while advancing towards Baghdad and Mosul.
- Selected to serve as Squadron Flight Lead through Albanian mountains in order to destroy factions led by Slobodon Milosevic in Kosovo during Operation ALLIED FORCE.

#### **OTHER**

Gerson Lehrman Group Council Member, Advisor to PuraCath, Advisor to OldStone Winery, Advisor to Mark88 Capital.