

***Remos J. Lenio***

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**CORPORATE EXECUTIVE AND MANAGEMENT CONSULTANT**

**FINANCIAL AND MANAGEMENT CONSULTANT • FINANCIAL AND CORPORATE MANAGEMENT •  
CAPITAL SOURCING SPECIALIST • ENTREPRENEURSHIP •  
MERGERS & ACQUISITIONS • STRATEGIC ALLIANCES AND JOINT VENTURES**

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Over 30 years of transaction, investment, portfolio management and valuation experience regarding the valuation, capital structure, purchase, sale, and operation of privately held companies by and for investors. Accomplished and experienced transaction specialist having significant experience with buyouts, recapitalizations, startups, sales, acquisitions and turnaround transactions in various industries including manufacturing, distribution, agriculture, service industries and energy related projects. Significant hands on, and investment, experience with fast growth as well as distressed companies. Proven track record of profitability with a tendency to thrive in dynamic and fluid environments while remaining pragmatic and focused.

***CORE COMPETENCIES***

- Capital Formation & Financing
  - Project Finance
  - Strategic Business Planning
  - Mergers & Acquisitions
  - Business Valuations
  - Entrepreneurship
  - Turnaround Management
  - Bankruptcy & Receivership
  - Financial Management & Control
  - Agricultural Industry
  - Energy Industry
  - Construction and Infrastructure Industry
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***EDUCATION***

**MBA** **1984**  
**Ross School of Business**  
University of Michigan  
Ann Arbor, MI

**BSBA** **1982**  
Central Michigan University  
Mt. Pleasant, MI

## ***PROFESSIONAL EXPERIENCE***

### **FOUNDER / PARTNER**

**2015 to Present**

**Tillerman & Co, Investment and Merchant Bank**  
***Grand Rapids, MI***

Tillerman & Co is a boutique investment/merchant bank focused on providing merger and acquisitions advisory services to, and investment in, lower middle market companies in the Midwest. Tillerman is focused on the manufacturing, distribution, business and consumer products, agribusiness and energy sectors. Tillerman particularly seeks opportunities to assist in ownership transitions that maintain the local control and presence of a company in its community. To that end, Tillerman will, in specific situations, take an ownership position to help achieve that goal. The company also assists with post-merger integration issues and communications to stakeholders during and after an ownership transition.

### **FOUNDER / MANAGING PARTNER**

**1999 to 2015**

**DWH, LLC**  
***Grand Rapids, MI***

Founder and Principal of Hartwick Capital which was a middle market, merchant bank that merged with DWA in 2009 to form DWH. Focused on advising on the sale and/or recapitalization of middle market companies and consummated investments in 12 individual companies, advised over 20 companies with regards to their sale, purchase or financing options and performed hundreds of valuations both for internal use and as finished work product for clients. Historically the focus has been on distressed businesses with the goal being to recapitalize or reposition these companies for a future under different ownership or with different capital partners supporting their growth. Specific services provided include Financial Modeling (cash flow forecasting, projection development, ROI analysis, and capital structure development), Target Development (potential purchasers, potential investors or potential acquisition targets), Capital Sourcing from institutional sources, and Structuring Assistance with regards to generational transition.

### ***DIRECTOR***

**1995 to 1999**

**Plante & Moran Corporate Finance**  
***Grand Rapids, MI***

Investment banker focused on serving the firm's clients located outside of the greater Detroit area and all clients operating in the construction materials industry. Acted as lead advisor on over 20 transactions involving the sale or purchase of privately held businesses and performed valuation services to facilitate the consummation of the multiple and various transactions. Also served as the financial advisor to obtain necessary funding to consummate the various transactions.

### **VICE PRESIDENT OF FINANCE**

**1992 to 1995**

**Barak Ltd.**  
***Grand Rapids, MI***

Recruited to address multiple financial issues with this troubled, Grand Rapids, Michigan investment holding company and its respective subsidiaries. Responsible for all the financial aspects of the company, including financial reporting, banking, mergers and acquisitions, divestitures and fundraising from institutional and individual investors. Successfully resolved all the issues associated with two failed subsidiaries, wound down the operations of one subsidiary that was losing money due to negative gross margins and sold the fourth subsidiary to private equity group allowing the company's operations to be wound down, creditors repaid in full and money returned to shareholders.

**VICE PRESIDENT**  
**AT Capital Subsidiary of Ameritrust National Bank (now Key Bank)**  
*Cleveland, Ohio*

**1987 to 1992**

Hired as a Vice President in the merchant banking subsidiary to focus on investing the bank's capital in equity and subordinated debt instruments of leveraged buyout transactions. Reviewed over 500 individual transactions over the four year period and led the investment team in structuring and negotiating the investment of over \$18 million into 8 separate companies, located throughout the Midwest and middle Atlantic portion of the United States. Five of the investments were turnaround situations that required fixing post investment to realize upon the investment. Upon successful sale and divestiture of the investments, the bank realized a net IRR on the 8 investments of over 19% in aggregate.

**BANKING OFFICER**  
**Continental Illinois National Bank (now Bank of America)**  
*Chicago, IL and Oklahoma City, OK*

**1984 to 1987**

Banking Officer in division established to deal with the troubled oil and gas related credits generated by the failed Penn Square Bank. Responsibilities included the development of plans to realize return of the Bank's loans to each of the individual companies and, the implementation and execution on these plans. Developed plan to realize value from accumulated net operating losses and subsequently sold over \$125 million worth of the losses for cash to contribute to the recovery of the banks loans.

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***AFFILIATIONS***

**Association for Corporate Growth, West Michigan Chapter Founder and past Director**

**Grand Rapids Public Library Foundation Board of Trustees**

**MiQuest Board of Directors**

**Venture North (Traverse City Chamber of Commerce funding entity) Board of Directors and Member of the Investment Committee**

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