

John E. Mullen, III

Managing Director, The IMPACT Group

Mr. Mullen has over 30 years of experience in the operation and capitalization of middle-market companies. His operating experience includes posts as a CEO, president, chief financial officer, chief compliance officer, treasurer, controller, middle manager, and board member. Duties included strategic planning, enterprise-wide analysis, financial statement preparation, multi-year projections, cash flow management, human resource issues, sales and business development, and investor, shareholder, and lender relations.

In 1994, Mr. Mullen founded Mullen & Company, Inc., a specialty investment banking firm engaged in advising its clients on capital raising and financial transactions at all stages of company development, from product concept in early-stage ventures to the reinvention and re-launch of mature companies. Activities include preparation of Confidential Information Memorandums, structuring transactions, negotiating with buyers and investors, and transaction document review.

While affiliated with other merger and acquisition firms, Mr. Mullen served in the capacity of lead principal in acquisition and sale transactions, new business development, and investor/buyer relationship management. He has worked with hundreds of businesses to identify the needs of owners and their companies, advising the owners on the best course of action. In the preceding ten years, Mr. Mullen had been a commercial lender in Connecticut and Massachusetts.

Mr. Mullen holds a BS from the University of Massachusetts at Amherst, and an MA in Economics/Finance from Trinity College. He is also a Series 7 and 63 Registered Securities Representative and a Series 24 Registered Principal. In addition to his business activities, Mr. Mullen has been an active member of corporate and governmental advisory boards and committees, and hospital and college development boards.