

Member Profile

Mark D. McKee

Senior Vice President, The Lenox Group, LLC



Please describe your current responsibilities for our readers: I am responsible for the origination and execution of M&A and capital raising transactions. I advise client company senior executives on suitable strategic alternatives and optimal capital structures.

As a Young ACG member, what do you look for in your Young ACG membership? I enjoy continuing to

develop my professional network through Young ACG events and educational functions. It has been particularly helpful in getting to know the private equity groups and debt providers and in determining which groups are an appropriate fit for a specific client situation.

Where do you get most of your business leads and connections? ACG Atlanta has been a great source for new professional connections, not only here in Atlanta, but at ACG regional events as well.

How is the current economy impacting your firm's or company's sector of the market, and what do you see? Fortunately, we are extremely busy. Most owners and entrepreneurs we speak with are gradually feeling more optimistic about their company, and to a certain extent, the general economy. As their businesses have stabilized and earnings have improved, many are moving forward with sell-side or capital-raising transactions that had been tabled over the last few years.

Tell us a little bit about yourself: I grew up in northern Indiana and moved to Atlanta in 2000. When I first moved here I assumed I would live in Atlanta for a few years and then move back to the Midwest, but Atlanta has proven to be a very hard place to leave. My wife, Courtney, and I live in Brookhaven with our two boys, Ben (3 years) and Grayson (9 months).

Personal information: I started my career working for Enterprise Capital Management as a mutual fund analyst. I then moved to SunTrust Robinson Humphrey and worked as an associate in equity research helping to cover discount retailers and financial institutions. I have been part of The Lenox Group team for five years and I am enjoying my experience in an investment banking role.

Hobbies: Sports fan, snow skiing and traveling.

What is a recent book you have read that you would recommend to our members and why? *Boomerang*

by Michael Lewis. This book provides an interesting perspective on how specific European countries/cultures created the sovereign debt crisis and are now dealing with the consequences.

What is the best advice you have received in connection with your career? *"Do something you enjoy and the rest will fall into place."*

Quotable Quotes - What advice can you share with our members? It's simple. My Dad has always said, *"If something were easy, everyone would do it."*

Provide a brief summary of your company: The Lenox Group (www.lenoxgrouppllc.com) is an Atlanta-based middle market investment bank, specializing in merger and acquisition advisory and capital raising transactions for companies with revenues between \$15 million and \$250 million. Since 1998, the seasoned corporate finance advisory team at The Lenox Group has achieved a high closure rate, completing transactions representing well over \$1.5 billion in value. As a full-service investment bank, we have significant expertise in assisting management teams and entrepreneurs obtain liquidity and/or raise capital. We differentiate ourselves by committing direct senior team member involvement throughout the process and driving results focused on the client's objectives.



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