

## City of London - Application for Appointment to a City of London Board or Commission

### Application

Please choose the Board or Commission you are interested in serving on: **LMCH**

### Contact Information

Name: **Karl Makuch**

City: **London**

Province: **ON**

Postal Code: **N6K 0G3**

### Experience and Qualifications

If you have experience on a London Board or Commission, please provide dates and details. (max. 3000 characters): **No applicable experience with London specific Boards or Commissions. However, for a period of time, I did sit on the government affairs committee for the London Chamber of Commerce.**

What do you hope to contribute or learn as part of a Board or Commission? (max. 3000 characters): **As a Chartered Accountant and business professional, the range of skills that I've developed through my years of experience have been quite broad and vast. However, the missing piece from a professional development perspective has been an active seat on a Board or Directors. Although I have governance experience, it has never been from the Board side of the table. Further developing the governance skill set is a personal goal which I believe would be well served on this Board as many of the challenges that its management faces are transferrable to most types of business. As a well rounded business professional, I'm hoping to contribute my experience to further bolster the strength of the Board. While I consider myself a "subject matter expert" in finance and corporate finance, my experience also has led me to develop strong working knowledge in other business functions such as human resources, legal, and IT. This mix of experience has proven to be extremely powerful in my current position, and I believe it would also be for the Board of LMCH.**

How will you support the work of a Board or Commission? (max. 3000 characters): **Probably my most fine tuned skill set centers around Finance, Corporate Finance, and strategic planning and budgeting. This finance perspective would allow me to further contribute on Committees of the board (such as the Audit/Finance Committee) to guide and inform the work of the Board.**

Please describe additional experience, training, or community involvement that will help you in your role as a Board or Commission Member. (max. 3000 characters): **Please refer to the attached resume for details on the above.**

Please tell us about your interest in being a part of the London Middlesex Community Housing board. Why are you interested in this particular opportunity? What do you hope to contribute, and how would you support the work of the London Middlesex Community Housing board?(max. 3000 characters): **I've been searching for Board opportunities for quite some time, but haven't really found one in which I had interest, or thought I'd bring significant value to. As a Partner at Dillon Consulting, many of the services we provide are to government entities (such as the City of London, and Ministry of Transportation), as well as real estate clients, among many others. I've always found this segment of the work we do particularly interesting due to the inherent tangible benefits it provided to the public. Government entities fascinate me with respect to how much they can get accomplished, with limited resources. In the context of housing, this is especially intriguing. My background and work experience has allowed for a healthy understanding with respect to how these sectors work, and the challenges they face. LMCH serves an incredibly important role in our community, and being able to contribute**

**to this organization to help further it's effectiveness and efficiency would be very rewarding for me.**

Please tell us about your educational background, professional credentials, or any other training which is relevant to this position. (max. 3000 characters): **Please refer to the attached resume for details on the above.**

Please describe any relevant work and/or lived experience you have. (max. 3000 characters): **Please refer to the attached resume for details on the above.**

Tell us about your involvement in any public or private sector boards, community involvement, or other experiences that are relevant to this position. Please describe the roles you played and the period of time you were involved.(max. 3000 characters): **2015 to 2016 - London Chamber of Commerce Government Affairs Committee -> Member  
2016 to present - Dillon Consulting Ltd. -> Permanent ex-officio member of the Audit and Finance Committees.**

**As an ex-officio member of these Committees I acted in the capacity of management. My role was to prepare, present, and discuss a variety of topics and issues on a quarterly basis.**

**Supplementing the above experience, I am regularly invited to join Dillon Consulting Ltd. Board meetings in the capacity of management and subject matter expert. I attend meetings fairly regularly to contribute my knowledge and work on a variety of Corporate Finance matters.**

If necessary, please provide any additional relevant information that is not captured in your previous answers.(max. 3000 characters): **N/A**

Attach resume or other document here, if needed: **Karl Makuch Resume 01-21-22.pdf**

Attach more files here, if needed:

## **Confirmations**

I declare the following: **I am a resident of London. ; I am at least 18 years old.; I am not a City employee or Council member.; I understand that my application and any attachments will be included on a public agenda that is published on the City website.**

To help inform our outreach activities, please tell us how you heard about this opportunity: (optional): **Other**

If you selected 'Other', please specify: **Manger at LMCH**

Submitted on: **6/17/2022 1:53:30 PM**

# Karl J. Makuch CPA, CA

## EDUCATION

---

<b>Chartered Accountant, Canadian Institute of Chartered Accountants</b>	<b>June 2012</b>
<b>Harvard Business School</b> , Boston, Massachusetts	<b>January 2018</b>
Executive Education Mergers & Acquisitions: Strategy, Execution, and Post Merger Management	
<b>Richard Ivey School of Business</b> , London, Ontario	<b>2007 - 2009</b>
Bachelor of Arts, Honors Business Administration Recipient of Academic Excellence Opportunity, pre-acceptance to Ivey based on academic achievement	
<b>University of Western Ontario</b> , London, Ontario	<b>2005 - 2007</b>
Management and Organizational Studies Dean's Honor List, Faculty of Social Science; recipient of Western Scholarship for academic excellence	

## WORK EXPERIENCE

---

<b>Dillon Consulting Limited</b> , London, Ontario	<b>2014 - Present</b>
<i>Partner (2021-Present)</i> <i>Director, Financial Planning &amp; Analysis (2019-Present)</i> <i>Controller (2016-2019)</i> <i>Assistant Controller (2014-2016)</i>	
<ul style="list-style-type: none"><li>Managed and monitored the day-to-day activities of a national company with multiple locations across Canada. Responsibilities included, but were not limited to; coordinating an annual financial statement audit, managing a team of twenty five employees through month-end processes, implementing cost saving measures, developing and revising internal processes and control procedures, acting as a strategic resource to the Director of Finance and Executive Directors, assisting in the compilation of annual tax returns, and providing analytical support to senior management.</li><li>Actively involved in the mergers and acquisition activities of the company through the preparation of the overall corporate strategy and transactional activities including; valuation models, integration planning, and post-merger management. This was further supported by in-depth qualitative analysis and recommendations to senior management. Completed and led four substantial buy-side transactions while evaluating and analyzing dozens more.</li><li>Developed and implemented a comprehensive analytics platform which allowed various levels of management access to relevant and actionable data in a way that was easy to understand and interpret.</li><li>Built a complete shareholder registry solution in excel that automated many processes that were previously tracked manually in hard copy. The automation of the shareholder register allowed key measures to be extracted from the created database by a simple push of a button. This became an indispensable asset as key shareholder statistics were later requested by the CRA, which would have taken weeks to compile under the legacy process.</li><li>Led the development of training manuals for various stakeholders in the company. This literature included comprehensive training of our accounting system to employees, general business acumen, as well as financial statement and profit theories to our project managers and board of directors.</li><li>Served as key contact and consultant to Executives for strategic and financial analysis to inform decision making.</li><li>Ex-officio member, and subject matter expert, to a number of Committees of the Board of Directors.</li></ul>	
<b>Advanced Design Solutions Inc</b> , Stratford, Ontario	<b>2013 - 2014</b>
<i>Director, Finance – Manufacturing</i>	
<ul style="list-style-type: none"><li>Oversaw the financial operations of 2 manufacturing locations, with a team of 4 accounting staff members. This included day-to-day banking, foreign exchange transactions, human resource functions, monthly financial statement preparation, year-end review coordination, as well as business development projects.</li><li>Responsible for the creation and implementation of accounting controls, policies, and procedures surrounding cash management, asset management, governance, inventory, payroll, AR and AP. Developed and drafted training manuals for the accounting and human resources departments.</li><li>Prepared annual financial budgets of the corporation as well as monthly analysis over actual vs. budget results and standard cost. Communicated key indicators to the president of the company. Negotiated and monitored several key customer relationships including treasury (bank accounts, mortgages, line of credit), insurance (liability, auto, workers compensation, property), and ultimately the end customers.</li></ul>	

- Researched and implemented several key initiatives for the company, including the first-time roll out of an employee benefit program, government incentive related energy saving projects, and the implementation of a new VOIP phone system.

**Ernst and Young LLP, London, Ontario**

**2009 - 2013**

*Sr. Staff Accountant – Public Accounting*

- Led audit teams of up to ten people for variety of clients including financial services, manufacturing, agricultural, mining, and real estate clients. Managed all aspects of engagements including budgeting, staffing, and scheduling on fourteen engagements. Responsible for three efficiency based initiatives which led to an increase in overall audit efficiency, and a significant reduction in hard copy files retained by the firm.
- Examined the valuation, and risk profiles, of investment portfolios with a value over \$80 million which included fixed income, derivatives, funds, and equities. Evaluated and tested the processes and internal controls surrounding investment transactions in order to deduce whether they were effective and in compliance with firm policies. The sophisticated composition of these portfolios led to an in depth understanding of how portfolios are managed.
- Consulted for a major multinational client with respect to the transition from Canadian GAAP to the new ASPE. This included the compilation of many client deliverables, as well as working directly with the area managing partner and upper management of the client in order to formulate a strategy that was appropriate given their position.

**M.O.K.K. Stone Works, London, Ontario**

**2005 - 2008**

*Co-Founder - Construction*

- Performed market research to establish feasibility of this construction business within London and the surrounding area; obtained private debt financing to finance start-up costs and initial working capital.
- Recruited, managed and trained a crew of four labourers; motivated staff daily to perform efficiently and fostered an open and enjoyable work environment.
- Personally monitored and managed operational and financial; ensured the business maintained healthy cash flows and capital required for future projects and expansions. Through an aggressive marketing and branding strategy, achieved 150% return on investment in the first season of operation.