

## Curriculum Vitae

*Michael P. McKean, mba, ava*  
*President*  
*OCD Consulting, LLC*

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**PERSONAL HISTORY:** Mr. McKean was born into an automotive family. His grandfather was the first automobile distributor in the State of South Dakota. His father was a Buick dealer in Sioux Falls for over thirty years. Mr. McKean started his professional automotive career with the Ford Motor Company. While at Ford, he held a wide variety of positions within manufacturing, sales and marketing, and its venture capital division, Dealer Development. His last position prior to leaving Ford was as New England Regional Manager for Dealer Development, serving as a board member and overseeing the activities of as many as twenty-five Ford and Lincoln-Mercury dealerships.

In 1987, he chose to leave Ford to start his own dealership in Portsmouth, NH. During its two and a half years of operation, Portsmouth Hyundai became the largest Hyundai dealer in Northern New England and a regional leader in both market penetration and customer satisfaction. In 1990, he sold Portsmouth Hyundai in order to devote full time to Roadmaster Investments Corporation, a venture capital company formed for the purpose of acquiring and operating automobile dealerships. In 1995, Mr. McKean joined Management Performance Groups, Inc., an automotive consulting company based in Atlanta, GA. Mr. McKean founded their New England office and provided litigation support, management consulting, and “Twenty Group” services to automotive and automotive related businesses throughout the United States and Canada.

In 1999, Mr. McKean co-founded, along with the prestigious accounting firm, O’Connor & Drew, P.C., OCD Consulting, LLC. OCD’s mission is to bring quality consulting services to its retail automotive clients. These services include strategic planning, business planning, merger and acquisition activity, management training and development programs, business valuations, and litigations support. As its President, Mr. McKean’s primary responsibilities are new business development, program design, and senior advisor for all clients and projects.

Mr. McKean has a degree in Finance from the University of Colorado and a Masters of Business Administration degree from the University of South Dakota. He is an Accredited Valuation Analyst, as Certified by the National Association of Certified Valuation Analysts. Mr. McKean has been admitted and testified as an expert witness in Massachusetts Superior Court. (Bonnell v Bonnell), (Ribicoff v Ribicoff), (Fuller Mitsubishi v Mitsubishi NA)

## **PROFESSIONAL EXPERIENCE:**

### **Present - Principal and President, OCD Consulting, LLC., Quincy, MA**

**Responsibilities:** Developing, marketing, and servicing consulting products for automotive retailers. Creating and implementing the Company's mission statement. The Company's goal is to become recognized as a leading developer of cutting edge management techniques, business practices, and strategic advice to the retail automotive industry.

### **1990 – 1999 Principal and CEO, Roadmaster Investments Corp., Portsmouth, NH.**

**Responsibilities:** Planning and directing the activities of Roadmaster, including overseeing the management of its investments, conducting all acquisition activities, identifying potential acquisitions, recruiting and training management, providing advice to purchasers and sellers of automotive entities, providing business valuations and litigation support to automotive dealers, and consulting with automotive clients on a variety of interests.

### **1995 – 1999 Consultant/Group Moderator, Management Performance Groups, Atlanta, GA**

**Responsibilities:** Providing consulting and litigation support services and moderating "Twenty Groups" including groups of same make dealers, leasing companies, paint and body equipment wholesalers, chief financial officers, and large multi-franchise dealer groups.

### **1987 – 1990 President and Owner, Portsmouth Hyundai, Inc., Portsmouth, NH**

**Responsibilities:** Launching dealership operations including, facility design and construction, acquisition of assets, hiring, organizing, and training staff; directing the continuing daily dealership operations. In 1988 and 1989, the dealership achieved market penetration over 4.0% of industry and was consistently ranked among the top of all Hyundai dealerships for customer satisfaction.

### **1983 – 1987 Branch Manager, Dealer Development, Ford Motor Company, Boston, MA.**

**Responsibilities:** Serving on the Boards of Directors of the Boston Branch DD dealerships; assuming first-line responsibility for protecting Ford's investment and assuring the financial success of DD dealerships; assisting facing Ford and Lincoln-Mercury District Sales Offices with finding ways to use the DD program to accomplish desired market representation actions; directing activities of branch operations and audit staff to assure accomplishment of sales and profit objectives, proper management of assets, and compliance with DD policies and procedures; counseling with dealers regarding the affairs of the dealership and providing advice and direction to help them achieve sales and profit objectives and accomplish a successful and timely buy-out.

Michael McKean, C.V.

**1982 – 1983 Leasing Operations Coordinator, Dealer Development, Ford Motor Company, Detroit, MI.**

*Responsibilities:* Directing and coordinating operational activities of DD leasing and rental companies with the nine branch offices; conducting all investment activities for leasing operations; establishing operating policies and procedures for DD leasing companies; planning and implementing Ford Motor Company's investment strategies for leasing operations.

**1980 – 1982 Investments Representative, Dealer Development, Ford Motor Company, Detroit, MI**

*Responsibilities:* Negotiating and coordinating the purchase and launch of new DD investments; valuing assets to be purchased from selling dealers; coordinating with local counsel the preparation of all legal documents pertaining to the purchase transaction; coordinating the closing of the purchase and sale.

**1979 – 1980 Special Projects Coordinator, North American Sales Operations, Ford Motor Company, Detroit, MI**

*Responsibilities:* Assuring Ford Motor Company and Ford and Lincoln-Mercury dealer compliance with an FTC consent order regarding dealer repossession practices, requiring them development of procedures for disposing of repossessions and accounting for repossession gains or losses; creating a training program for Ford Motor Company and dealership personnel; implementing the training within specific time periods required by the FTC; and conducting post training audits to assure the FTC of compliance by dealers.

**1977 – 1979 Supervisor of Dealer Services Section, Dealer Development, Ford Motor Company, Detroit, MI**

*Responsibilities:* Overseeing field activity related to financial and operational reviews conducted at DD dealerships; creating, modifying, and maintaining accounting and internal procedures implemented at DD dealerships; developing work programs and other materials for use in conducting financial audits and operational reviews; training and developing new field operations representatives.

**1973 – 1977 Dealer Operations Representative, Dealer Development, Ford Motor Company, Detroit, MI, Kansas City, MO, and Pittsburgh, PA.**

*Responsibilities:* Conducting operational reviews and financial audits at DD dealerships; recommending and implementing corrective action for operational and financial control deficiencies occurring at DD dealerships; reviewing and recommending new investment proposals; acting as dealership operating officer as required.

**1970 - Financial Analyst, General Products Division, Ford Motor Company,**

Michael McKean, C.V.

**Plymouth, MI**

***Responsibilities:*** Preparing manufacturing, labor, and overhead budgets; preparing forecast and performance reports; analyzing requests and making recommendations for capital expenditures and new product proposals.

**EDUCATION:**

Accredited Valuation Analysts  
National Association of Certified Valuation Analysts 2000

Master of Business Administration  
University of South Dakota, 1970

Bachelor of Science, Finance  
University of Colorado, 1969