



## **JOHN C. JOHNSON, M&AMI, CBI**

Founder & Principal, Bluestem Resources Group, LLC, Bluestem<sup>USA</sup> 1987 – Present,  
Founder & Principal, Bluestem Resources Affiliated Group, LLC 2005 - 2010

- Bluestem provides advisory, advocacy & intermediary services to business owners in corporate acquisitions, divestitures, mergers, appraisals, & strategic value development.
- Specialists in providing professional M&A (mergers & acquisitions) expertise to owners of private, closely held businesses
- Professional team served hundreds of business owner clients in issues of strategy, value, and managed transition of ownership.
- Has international networks & associations of M&A specialists, transactional service providers & advisory experts
- Is online with leading proprietary databases of national & international buyers, sellers, sold businesses, industry intelligence.
- Course author, instructor & guest speaker on economic evaluation, business sales, & business wealth creation - The M&A Source, University of Tulsa, Tulsa Technology Center, Securities & Exchange Commission Forum, "Amoco University", Entrepreneurs of Tulsa, Alliance for Manufacturing Excellence, Manufacturers' Counsels, Midwest Business Brokers' Association, Colorado School of Mines, *SCORE*, *TABB*, International Business Brokers Association & other venues.
- Highly trained and experienced. Recognized leader in the profession

Owner, COO, Bluestem Production Company, 1979-1986 – Service, Distribution & Transportation Company  
Manager & Analyst Positions, Union Pacific Corp, 1978-1979 / 1973-1975 – M&A, Business Strategy, Valuation, Planning  
Operations Analyst & Economics, Amoco Production Co, 1976-1977 / 1969-1973 – Economics, Project Investments  
Owned & managed six successful independent businesses

### **PROFESSIONAL ACCOMPLISHMENTS, AWARDS & AFFILIATIONS**

#### **THE M&A SOURCE and INTERNATIONAL BUSINESS BROKERS ASSOCIATION (IBBA)**

Chairman of The M&A Source (middle market specialists' association)  
President of IBBA, Board of Directors, multi-term  
Numerous Offices & Committee Leadership Assignments  
National multi-association advisory steering committee on M&A

#### **BOARDS OF DIRECTORS & OFFICERS**

Oklahoma Alliance for Manufacturing Excellence  
State Chamber for Business & Industry  
Leadership Oklahoma, Oklahoma Academy for State Goals  
Tulsa Economic Development Corporation  
Oklahoma Private Enterprise Forum  
Tulsa Executive Associates, Entrepreneurs of Tulsa

**Darrell Fouts Award**, by The M&A Source for exceptional leadership in expanding the vision of the profession

**Small Business Person of the Year** – 2008 Finalist, Tulsa Metro Chamber

**Tom West Award**, by IBBA for outstanding promotion of goals & ethics of the business brokerage profession

**Oklahoma Financial Services Advocate of the Year Award** - U.S. Small Business Administration

**Chairman's Award**, by IBBA for significant & unusual contributions to the professional association

**Fellow of the International Business Brokers Association**

**Author & Instructor**, M&A Continuing Education Course, "M&A Buyer Search"

**The Financial Services Advocate of the Year** - Tulsa Metro Chamber

### **EDUCATION & CERTIFICATIONS**

MBA, M.J. Neeley School of Business, Texas Christian University  
B.S. Petroleum Engineering (Honors Scholar), University of Tulsa  
M&AMI (Merger & Acquisition Master Intermediary), The M&A Source  
CBI (Certified Business Intermediary) IBBA, Licensed Real Estate Broker  
- Approx. 1,000 hours of relevant professional continuing education -



**Bluestem Resources Group, LLC**

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