

## **John Hale III**

### **Professional Biography**

John Hale III is CEO of The Cornerstone Group LLC ([www.thecornerstonegroup.us](http://www.thecornerstonegroup.us)) a business advisory and strategy firm assisting high potential small businesses and mid-market firms accelerate their growth and scale their businesses. The results driven advisory services are anchored by three growth acceleration pillars – **Capital Partnerships Revenue (CPR)**. In addition, he is an Operating Partner at Cadiz Capital Holdings, a family office co-investing with private equity partners focused on \$25-\$500 million enterprise value companies.

Prior to launching The Cornerstone Group, LLC, Mr. Hale served as a senior political appointee in Obama Administration. First as the Deputy Associate Administrator for the Office of Capital Access at the U.S. Small Business Administration. Secondly, he served as the Director of the Office of Small and Disadvantaged Business Utilization at the U.S. Energy Department. U.S., where he was honored with the United States Department of Energy - Secretary's Meritorious Service Award.

Prior to his federal service, Mr. Hale served in leadership capacities as a Chief Financial Officer and a Chief Restructuring Officer charged with the financial turnaround of under-performing mid-market companies. He also served as a Vice President commercial loan officer of a super-regional bank. In addition, Mr. Hale advised his clients on funding over \$2.1 billion of water and waste-water projects and over \$95 million of energy related projects.

Mr. Hale, as an active member of the community, serves as the Chair of the Board of Directors of FSC First and he is a proud recipient of the FSC First's 2019 Strategic Partner Award. In addition, he serves on the Board of Directors of the Maryland Black Chamber of Commerce, Next Energy, and the Private Directors Association. He also earned the Private Directors Association's Certificate of Private Company Governance.

Mr. Hale earned a Bachelor of Arts degree in Political Science from the University of Michigan and a Master of Science degree in Finance from the Heinz School of Public Policy and Management at Carnegie Mellon University. He is married to Nicole Lamb-Hale and enjoys spending time with their two adult children. Mr. Hale is a Deacon at Shiloh Baptist Church of Washington DC and a proud member of Alpha Phi Alpha Fraternity, Inc.