

Home-grown entrepreneur buys HR consulting firm

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One Milwaukee-grown entrepreneur has bought out another, as ownership of human resource consultant Capital H has changed hands.

Dan Weinfurter, a native of Wauwatosa and graduate of Marquette University, leads an investment group that has acquired 2-year-old Capital H from its founding group, led by Michael Harris, whose other enterprises have included Milwaukee-based Jefferson Wells and SilverTrain.

Terms of the transaction were not disclosed, but Weinfurter said in a telephone interview that he and partner Gregory Silich are currently sole owners of Capital H and are seeking another \$25 million to expand the company beyond its two offices in Milwaukee and Chicago.

Harris founded Capital H as a way to help businesses improve their use of human resources. The business aimed at providing experienced consultants to counsel chief executives, aid human resources departments and act as interim department heads.

"I believe in what they were doing. I very much like the model, said Weinfurter, who had worked closely with Harris previously at Alternative Resources Corp., in Barrington, Ill.

Despite hard times in general for consulting firms right now, Weinfurter said, he and Silich see potential in Capital H and want to build on it. Silich is former chief financial officer at Leo Burnett Worldwide, where he has overseen a number of acquisitions. Weinfurter said that experience will be essential to Capital H's growth.

Weinfurter most recently was founder and chief executive of Parson Consulting, a Chicago-based firm specializing in finance and accounting services for large organizations. In 2000, Inc. magazine named Parson No. 1 among the 500 fastest growing private U.S. companies. Last year Parson was acquired by London-based Management Consulting Group for \$55 million.

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