EMPRISE PARTNERS

Emprise Partners, Inc.

emprisepartners.us
440.668.6027

Founded in 1989, Emprise Partners is a merchant banking firm which initiates and executes transactions in the lower middle market; companies with sales between $5 million and $25 million. We have completed over 50 buy-side transactions helping companies achieve their business and financial goals.

HISTORY

Emprise Partners provides buy-side representation to corporations, industry-specific management teams and private equity groups as Agents. We function as an extension of the management team and assist in crafting and executing acquisition searches with manufacturers of industrial or consumer products and niche distribution businesses. Throughout this process we provide advice to our clients as if we are investing our own money.

Consistent with our strategy, we identified an investment opportunity and conducted extensive research on the highly fragmented and dynamic collision repair industry. Upon completing the research we became majority owner of a collision repair operation, built the business – with nine direct repair relationships and very good vendor and employee relationships – ultimately selling to a larger and well capitalized industry consolidator.

FUTURE

Building on our extensive transaction experience and relationships, we are pursuing a strategy of buying, building and holding companies for the long term as Principals. We are focused on the acquisition from retiring owners or family owned companies without succession management of manufacturing businesses in the Great Lakes Region with proprietary products or defensible niche positions and sales between $5 million and $25 million.

GOAL

We are dedicated to bringing our capabilities and the necessary resources to build on the foundation of the company which has been established – the customers, the employees and the vendors and to continue the legacy. We will operate the business and position the company so that ownership can eventually be transferred to future generations.

APPROACH

With our experience of starting a business from an idea, building and operating it and then selling it to an industry consolidator, we understand the difficulty of the sale process for the owner and the company. We will handle our acquisition discussions with respect and in a strictly confidential manner.

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INVESTMENT CRITERIA

Type of Business:	Niche manufacturing – proprietary products or defensible niche positions or value added distributors
Customers:	Business to Business or Business to Consumer
Sales Volume:	$5,000,000 to $25,000,000
EBITDA:	$1,000,000 to $2,000,000 – Will consider under performers and "fixer uppers"
Geography:	Ohio and the Great Lakes Region
Ownership:	Retiring owner or family owned companies without succession management
General:	Companies with "good bones" which can be enhanced and grown by working with the existing owners for an appropriate transition

PREVIOUS EXPERIENCE

We have pursued numerous investment ideas and conducted extensive research on the collision repair, propane gas distribution, durable medical equipment distribution, for-profit education and potable water industries.

In addition, as a result of our activities as Agents, we have identified and conducted investigations of many companies. Representative areas of interest include, but are not limited to, manufacturing businesses which we examined:

- **Electrical Products** - used in residential and commercial construction and repair
- **Lighting Products** – traditional lights and LED lights used on transportation equipment
- **Plumbing Tools** – used by professional plumbers and do-it-yourself consumers
- **Tools** – used for productivity enhancement and surface preparation cleaning and refinishing