



SIG | PARTNERS

# Selling Your Business to SIG

---

## Partner with SIG for a seamless exit and position your business for sustained future success

- SIG Partners (“SIG”) provides a unique solution for business owners that truly care about the future of their companies and employees.
- Over the last four years, **SIG has helped 20 small business owners transition** out of the demands of day-to-day operations and ownership of their business. Our team of Operating Partners and CEOs have extensive operational and leadership experience, enabling them to seamlessly assume day-to-day operations, facilitating a swift transition for sellers.
- **All the SIG partners are small business owners themselves** – we possess the expertise not only to successfully transition a small business to new ownership, but also to operate and foster the growth of that business.



# SIG Partners' Differentiated Approach

## Preserve legacies, foster growth, and ensure operational continuity with SIG Partners



### Certainty of Closing

- **Acquisition Expertise:** With a track record of 20 successful acquisitions over the past four years, we possess a deep understanding of the acquisition process.
- **Capital Commitment:** Our committed capital base ensures a seamless transaction, eliminating the need for equity raises or investment committee approvals.



### Your Legacy Preserved

- **Employee Retention Assurance:** At closing, every team member is retained, along with their job title, responsibilities, compensation, and benefits. This approach has yielded an impressive 99% employee retention rate.
- **Operational Continuity:** The core of how your business operates is preserved. We seek thriving and profitable enterprises, where we can focus on investing in growth, not on cost-cutting or turnarounds.
- **Brand Preservation:** We uphold the identity of each acquired business by retaining its brand name.



### SIG's Unique Experience

- **Entrepreneurial Expertise:** Each SIG partner has owned and operated multiple small businesses.
- **Operational Prowess:** Our team of Operating Partners and CEOs have extensive operational and leadership experience, enabling them to seamlessly assume day-to-day operations, facilitating a swift transition for sellers.
- **Proven Growth:** Many of our acquired companies have experienced remarkable growth, with some doubling or even tripling in size post-acquisition. For instance, our first acquisition saw revenue increase from \$6M to an impressive \$50M in just three years.

# Acquisition Criteria and Structure

## Focused strategy and criteria for target acquisitions

### Target Acquisition Criteria

Deal & Business Profile	Financial Profile	Seller Profile
<ul style="list-style-type: none"> <li>▪ Leveraged buyouts</li> <li>▪ Mature, high-quality businesses</li> <li>▪ Distinct competitive advantages and barriers to entry</li> <li>▪ Stable, growing, recession-resistant industries</li> <li>▪ Niche industries with limited risk (regulatory, technological, etc.)</li> </ul>	<ul style="list-style-type: none"> <li>▪ \$750,000 - \$5.0 million of “cash flow” or EBITDA</li> <li>▪ Less than 5.0x acquisition multiple</li> <li>▪ Strong margins</li> <li>▪ Low capital expenditures</li> <li>▪ Consistent historical performance</li> <li>▪ Components of recurring revenue</li> <li>▪ Modest growth</li> </ul>	<ul style="list-style-type: none"> <li>▪ Founder or owner-operator led business</li> <li>▪ Seller desires to transition out or retire over time, seeking a 100% exit</li> <li>▪ Seller is looking for a buyer capable of scaling the business, dedicated to preserving and enhancing its legacy, and committed to the continued well-being of the employee base</li> </ul>

### Example Target Industries

<ul style="list-style-type: none"> <li>▪ Industrial services</li> <li>▪ Business services</li> <li>▪ Government services</li> <li>▪ Professional services</li> </ul>	<ul style="list-style-type: none"> <li>▪ Healthcare services</li> <li>▪ Niche or asset-light manufacturing</li> <li>▪ Critical equipment maintenance and repair</li> </ul>	<ul style="list-style-type: none"> <li>▪ Non-discretionary home services</li> <li>▪ Restoration services</li> <li>▪ Distribution and non-cyclical end markets</li> <li>▪ Facilities or equipment inspection</li> </ul>
--	--	--

# Overview of SIG Partners – Track Record

Successfully advised entrepreneurs to close on over \$170 million in TEV across a wide range of industries



Pillar Health Group is one of the largest providers of in-home personal assistance, skilled nursing, wound care, pain management, disease and medication monitoring, and hospice services, as well as other types of care in Arizona, Texas, Oklahoma, Oregon and Pennsylvania.

Closed: September 2019



B&A Group is a local government grant research, grant writing, grant management, and software company. The client base comprises cities, counties, councils of governments, special districts, water departments, police departments, and fire departments across the United States.

Closed: June 2020



Established in 1998, AH1 Holdings is an independent distributor specializing in the sale and delivery of fresh produce, frozen meats, and dry goods to over 300 customers in and around the Austin, TX metropolitan area.

Closed: September 2020



Ward Road Pharmacy is a large institutional pharmacy that has served the residents of Colorado for over 40 years. The company's primary focus is to provide specialty pharmaceuticals to institutional clients, including nursing homes, group homes, hospitals, and hospices.

Closed: April 2021



Midwest CATV is a telecommunications company that builds, installs, upgrades, and maintains broadband network infrastructure in the Upper Midwest. The company provides maintenance and service to several large blue-chip customers in the region.

Closed: April 2021



Established in 2007 and headquartered in New Oxford, PA, Tracked Lifts is a leading regional distributor of lift equipment, with a primary focus on the tree trimming industry. The company is the exclusive continental US importer and supplier of several brands of tracked multi-terrain man lifts and trailer-mounted aerial lifts.

Closed: September 2021



CareMax is a leading home care provider that works with the intellectually and developmentally disabled. The company provides high quality community habilitation training services, companion care, daily living support, and transportation services to hundreds of clients across Oklahoma.

Closed: October 2021



Integrity Roofing & Painting is a leading roofing company located in Colorado Springs, Colorado. The company specializes in storm damage insurance claims and offers residential replacement and repair roofing services to thousands of residents.

Closed: December 2021



CMC Traffic Control Specialists is a leading provider of traffic control and road safety services for public works infrastructure projects in California. The company offers critical safety and compliance support services to assist construction contractors working with local governments in completing key surface transportation projects.

Closed: February 2022



Odyssey Services Corporation, founded in 2006, is one of the largest providers of home care and vocational rehabilitation services to the intellectually and developmentally disabled community in Arizona. The company has locations in Phoenix, Mesa, Tucson, Flagstaff, Queen Creek, and Nogales.

Closed: April 2022



Founded in 1972, Allen Roofing & Siding specializes in providing commercial and residential roofing services in the Midwest. The company focuses on insurance-paid damage remediation for replacements and offers roofing, siding, gutter, and tuckpointing services to both commercial and residential customers.

Closed: June 2022



Founded in 2004, McHale Roofing is a leading provider of residential roofing services in the Greater Central Florida area. The company specializes in residential re-roofing and repair services for Central Lake County, Fruitland Park, and Leesburg.

Closed: October 2022


# Overview of SIG Partners – Track Record

Successfully advised entrepreneurs to close on over \$170 million in TEV across a wide range of industries



Cy's Linen Service is a commercial linen service company that was founded in 1945. The company prides itself on industry-leading technology, an exceptional quality control system, and outstanding customer satisfaction. Cy's serves the restaurant, spa, and healthcare industries across Florida.

**Closed: October 2022**




Pacific Opportunities is a leading vocational rehabilitation and healthcare services provider to individuals with disabilities in the Portland Metro area. The company offers one-on-one career exploration, ongoing career support, and a multi-faceted vocational rehabilitation support process.

**Closed: November 2022**




Founded in 2011 and based in San Diego, CA, YourSolarMate provides critical services to solar contractors, equipment manufacturers, and distributors throughout the US. Select services include PV and energy storage interconnection processing, rebate processing, and general consulting.

**Closed: February 2023**



Founded in 2004 and headquartered in the Boston, MA metropolitan area, Accutronics is a high-end electronics manufacturer specializing in high-mix, low-to-medium volume printed circuits and electro-mechanical assembly.

**Closed: May 2023**



Serving Spirit Home Care is a leading provider of home care to the geriatric community in the Philadelphia, PA metropolitan area. The company specializes in complex, long term care for clients, commonly involving chronic health conditions.

**Closed: June 2023**




Founded in 1989 and headquartered near Atlanta, Georgia, Global Flags is the largest manufacturer and supplier of US-made flagpole hardware in the world. The company offers a comprehensive product portfolio, including flags, flagpoles, flagpole hardware, and a line of proprietary flagpole lighting solutions.

**Closed: December 2023**



Founded in 2010, LiceDoctors is the largest provider of organic lice treatments in the US. Every year, the company treats thousands of cases with its proprietary product lines and its highly trained team of over 250 technicians spread across 40 states.

**Closed: December 2023**



Grace Unlimited Home Health Care is a provider of skilled home health as well as home care services in North Texas. The organization was founded in 2003 and serves a census of over 250 VA, Medicare, Medicaid, and commercial patients across all 8 counties of the DFW area.

**Closed: January 2024**

# Overview of SIG Partners – Team

---

Contact SIG Partners: [team@sigpartners.com](mailto:team@sigpartners.com)



## ***Robert Graham – Partner***

Robert Graham is a Founding Partner at SIG Partners (SIG) where he advises entrepreneurs and independent sponsors on deal sourcing, due diligence, deal structuring, and capital raises. He is also an investor in multiple other PE and search deals in the lower-middle market and is the CEO of Pillar Health Group. During Robert's tenure as CEO, Pillar Health Group grew annual revenue from \$6M to \$50M in a little over three years and today employs over 1,200 team members. Previously, Robert was a Private Equity Vice President at The Sterling Group. At Sterling, Robert worked on multiple acquisitions and helped lead the roll-up of Construction Supply Group, the second-largest distributor of specialty construction supplies in the US. Prior to Sterling, Robert was a Product Line Manager for two product lines at Eaton Corporation, a role in which he had P&L responsibility for a \$50M business unit. Robert received an MBA from Harvard Business School, a BS in Industrial Distribution from Texas A&M University, and was an Eagle Scout.

---



## ***Jordan Carter – Partner***

Jordan Carter is a Founding Partner at SIG Partners (SIG) where he advises entrepreneurs and independent sponsors on deal sourcing, due diligence, deal structuring, and capital raises. He is an investor in multiple private equity and search-sourced companies in the lower-middle market. Jordan is also the CEO of B&A Group, a professional grant services and software company he acquired through a self-funded search. Jordan previously worked with the former Secretary of the U.S. Navy, John F. Lehman, to acquire and build aerospace, defense, government services, and technology companies. Prior roles include Advisor to the CEO, Private Equity Portfolio Company Operations at Centerbridge Partners, Private Equity Investor at J.F. Lehman & Company, and Mergers & Acquisitions Analyst at Centerview Partners. Jordan received an MBA from Wharton Business School and a BS in Economics and BBA in Finance from Southern Methodist University. He serves on the board of YSM Solar & Storage Services, the SMU Cox Alternative Asset Management Center (AAMC) Advisory Board, and the SMU Cox Alumni Board. Jordan serves as an officer in the U.S. Navy Reserve.

---



## ***Aaron Blick - Partner***

Aaron Blick is a Founding Partner at SIG Partners (SIG) where he advises entrepreneurs and independent sponsors on deal sourcing, due diligence, capital raises, and operations. Aaron Blick is also the President of Pillar Health Group, a group of healthcare companies acquired through a self-funded search. He also manages Pegasus, a family office with investments in multiple private companies and search funds. He has over 10 years of professional management experience and a business development background in multiple healthcare industry spaces. As a partner, principal, developer and entrepreneur, Aaron has successfully started, acquired, expanded and sold over 12 companies in the healthcare industry. Aaron currently owns and operates a chain of physical therapy clinics spread across major metropolitan areas in Texas and Louisiana. Aaron received an MA from Fuller and a BA from Texas A&M University.

---



## ***John Petracco – Senior VP of Business Development***

John Petracco is the Senior Vice President of Business Development at SIG Partners (SIG) where he focuses on deal sourcing, analysis of acquisition opportunities, negotiations, marketing, and client relations. Previously, he worked as SVP of Business Development & Sales at Delta Agriculture Partners, a private equity backed sustainability company with initiatives in biodegradable plastics, biodegradable cardboard substitutes, and carbon sequestration efforts. Prior to Delta Ag, he worked at Pony Oil in Acquisitions and Divestitures where he bought, built, and sold land-based production units to oil & gas companies. He started his career with UBS Financial Services as a registered client service associate assisting in wealth management, strategy, and trade execution. John received a BS in Business Administration and Management in the Business Honors Program from Edison State College.

---



## ***Yuri Hardin – Associate***

Yuri Hardin is an Associate at SIG Partners (SIG) where he supports entrepreneurs and independent sponsors on deal sourcing, due diligence, and deal execution. He was previously an Associate at GenRock Capital Management, a lower-middle market private equity firm focused on acquiring and building businesses across the consumer and business services sectors. Prior to that, Yuri was an Investment Analyst within the Private Equity & Private Credit Group at Hartford Investment Management Company (HIMCO). In this position, he focused on evaluating opportunities for senior debt investments, equity co-investments, and commitments to buyout funds across various industries and strategies. His primary responsibilities included structuring, underwriting, and monitoring portfolio investments. He earned a B.S. in Finance from Brigham Young University's Marriott School of Business, where he was also an active member of the Division II ice hockey team. Furthermore, Yuri is an Eagle Scout.

---