Premier Capital Advisors

Business Consulting

Mergers & Acquisitions

PREMIER CAPITAL ADVISORS

Premier Capital Advisors Profile

Overview

Operating Philosophy

PREMIER CAPITAL ADVISORS

Overview

Premier Capital Advisors (www.premcap.com) is a leading middle market investment banking firm that specializes in developing and implementing exit planning strategies for business owners of small to medium size enterprises (typically, businesses with$5MM to $200MM of revenues).

We help business owners develop realistic exit strategies and identify qualified buyers that lead to a successful exit. A successful exit plan provides clients with powerful strategies for building wealth and value from their business.

Our services include sell-side representation, buy-side representation and strategic business advisory services.

Operating Philosophy

Premier Capital Advisors approaches each engagement with superior council and guidance. Our professionals invest a great deal of time in understanding the client's individual and corporate goals. We go above and beyond to know what makes each client's situation unique.

This consultative approach guides us in everything that we do from our sales process, to the approach that we use when working with our clients.

Premier Capital Advisors is committed to helping business owners and their advisors understand the importance of, and need for, strategic exit planning before a business owner begins the sales process.

Transaction Services

Merger and Acquisition Services

Exit Planning Strategies

Selected Transactions

Transaction Timeline

Mergers & Acquisitions

We serve as an intermediary to assist clients in the process of buying and selling small to medium size enterprises. Past experience and research helps to locate and initiate discussions with potential buyers and sellers. We understand the significance of M&A advisory strategies and how it may impact our clients' retirement, cash flow, after-tax consequences and other factors connected to a possible sale or purchase. Premier Capital's seasoned professionals help ensure a smooth transaction quickly and efficiently.

Premier Capital manages a transaction process with both strategic and financial buyers to extract the best value for each client. The value becomes apparent working closely with clients through deal structuring, due diligence, and closing to ensure that the optimum result is achieved.

Exit Planning Strategies

We work closely with business owners to develop a comprehensive roadmap to successfully exit a privately held business. A successful exit plan asks and answers all the business, personal, financial, legal, and tax questions involved in selling a privately owned business.

Our consultative approach guides us in everything we do from understanding owner personal goals and objectives to the design and implementation of the exit plan. Premier Capital strives to ensure survival and growth of the business and provide strategic options in which to choose.

Selling a business is one of the most important events in a business owner's lifetime. The success and timeliness of the transaction are directly related to the skills of the exit planning strategist.

Selected Transactions

CASE FORENSICS
Acquired by
JENSEN HUGHES

SERECA CONSULTING
Acquired by
JENSEN HUGHES

GAGE-BABCOCK & ASSOCIATES
Acquired by
JENSEN HUGHES

RANDAL BROWN & ASSOCIATES
Acquired by
JENSEN HUGHES

COLONIAL WEBB
Acquired by
COMFORT SYSTEMS USA

ELLIOT LEWIS
Acquired by
FIRST ENERGY

TRIMECH
Acquired by
CES
(Consolidated Engineering Services)

COLONIAL MECHANICAL
Acquired by
FIRST ENERGY

WEBB TECHNOLOGIES
Acquired by
FIRST ENERGY

REEP/OSS
Acquired by
Linc Facility Services

LOVING CARE
Acquired by
MTS HEALTH PARTNERS

AIRCOND CORPORATION
Acquired by
CES
(Consolidated Engineering Services)

TECHNOLOGY IN MEDICINIE
Acquired by
Linc Facility Services

VIOX SERVICES
Acquired by
CES
(Consolidated Engineering Services)

BMAR & ASSOC.
Acquired by
THE LINC GROUP

HAYES MECHANICAL
Acquired by
CES
(Consolidated Engineering Services)

VINYL PROFILES
Acquired by
TAG EQUITY PARTNERS

MORSE MEDICAL
Acquired by
Linc Facility Services

PBM MECHANICAL, INC.
Acquired by
ENRON

RIECK MECHANICAL, INC.
Acquired by
UNICOM

Vapor Power International
Acquired by
TAG Equity Partners

Roth Bros.
Acquired by
Sodexo

BLUE DOT OF MD
Residential Services
Acquired by
ARS

COLUMBUS WORTHINGTON AIR
Commercial Services
Acquired by
ARS

COLUMBUS MECHANICAL
Commercial Services
Acquired by
ARS

COMMONWEALTH AIR
Acquired by
CES
(Consolidated Engineering Services)

Nano Filtration Technologies
equity funding
arranged by
The Advisor Group

Oncology Services International
Acquired by
Founders Equity

American Boiler And Chimney
Acquired by
North American Energy Services

Transaction Timeline

Premier Capital Advisors has completed transactions in 90 days to 1+ years, largely dependent on the goals and objectives of our clients, attractiveness of the candidate, market conditions, and investor/buyer timing. The following timeline therefore is only a general guideline – timelines are extremely variable.

Preparation

- Gather and Analyze Information
- Identify Tangible and Intangible Strengths
- Prepare Confidential Corporate Profile
- Develop Investment Value Pricing Strategy

Presentation

- Provide Detailed Review of Company, Market, Opportunity
- Obtain Confidentiality Agreements
- Present Opportunities and Develop Buyers' Interest

Negotiation

- Solicit Acquisition Proposal
- Develop Optimal Combination of Price and Structure
- Address Critical Non-Financial Issues
- Obtain Signed Letter of Intent

Closing

- Due Diligence Preparations
- Work with Counsel to Develop Sound Definitive Purchase Agreement
- Facilitate Closure of Open Issues
- Close Transaction

30	**60**	**90**	**120**	**150**	**180**	**210**	**240**	**270**

Complete Transaction: 150 – 270 days

Managing Directors

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Peter M. Canovali - Managing Director

Pete Canovali has over 50 years of experience in the industry, specializing in M & A, marketing design/build and in the formation of corporate management teams. He has represented and/or worked with some of the largest firms in the US. His professional experience is both varied and practical. His entrepreneurial energy and frontline experience are valuable assets that provide direct benefit to our clients.

Pete assists national and international firms to develop and implement their merger and acquisition agendas and related strategies. He has developed and implemented strategies for national companies to grow through acquisition and expansion from less than $100,000,000 per year to over $500,000,000 per year. Targeting companies that provide specialty service lines to commercial and government customers enables Pete to provide highly focused informed advice and direction to service industry clients. This knowledge, however, is transferable to other industries. Pete's sense of vision, business acumen and ability to create winning strategies are universal strengths that are applied to a variety of markets.

Pete also directs the Fire Protection and Life Safety consultants as well as the MEP consulting groups, areas of expertise that he has developed over an extensive and varied career. In this capacity, he provides the management, leadership and coordination required to deliver quality services to our customers. Pete attended Cleveland State University.

William E. Cline - Managing Director

William E. Cline has over 25 years of experience in the field. After earning his Bachelor of Science (Mathematics) and Master of Science (Economics) degrees, Bill went on to earn a Master of Science degree from Carnegie-Mellon University's GSIA program in Industrial Administration.

Bill was the chief financial officer of several small businesses, offering an insight into small business that few advisors can provide. Notable accomplishments include streamlining management reporting processes, improving cash flow and directing the integration of roll-up acquisitions. Bill's forte is designing tax-preferred treatment plans for owners of closely held businesses and integrating them into their personal and business plans.

Bill is a frequent lecturer of certified public accountants and investment and insurance professional seminars. His advanced computer skills and previous corporate experience augment Bill's approach to creatively assessing economics and advising clients in a range of personal and business situations.

Thank You

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