



ELK CAPITAL PARTNERS

Elk Capital Partners offers a unique solution for owners looking to retire, move on to new ventures or take a more focused role (e.g. technical, sales, board level). After the sale we intend to take a direct management role with a commitment to preserving the legacy of your business and continuing its ongoing success.



		Private Equity	Competitor
Post-Transaction Focus	100% of our time, energy and resources	Your business is just one amongst a large portfolio	One small piece of a larger whole
Goal	Build on the legacy of the organization and grow the business	Cut costs, add debt and position for quick flip	Priority one is improving the parent company
Funding	Committed capital from serial entrepreneurs, executives and investors	Debt and equity from institutions, endowments and pension plans with mandates to quickly return capital	Company cash flow and/or unknown outside investors
Deal Terms	Terms are flexible and customizable to best meet the needs of the seller	Rigid structure designed to maximize returns and limit risk of the private equity fund	Must meet the needs of parent company
Investment Time Horizon	Long-term	3-5 years on average	Undetermined and varied

Investment Focus

Business:

- Annual revenue greater than \$5 million
- Annual earnings greater than \$2 million
- Continuously cash flow positive for 3 or more years
- Recurring revenue streams
- Diverse customer base with high retention rates
- Identifiable growth opportunities
- Minimal ongoing capital expenditures required

Industry:

- Services or minimal manufacturing
- Large and growing industry in a fragmented market
- Non-cyclical industries that display little, if any, seasonality
- Low threat of external shocks - technological, regulatory, legal, environmental, fads, etc.

Situation:

- Owner seeking liquidity and / or exit
- Motivated sellers
- Retiring owner/operator without a successor in place
- Owner desires a more focused role (e.g. technical, sales, board seat)
- Serial entrepreneur ready to transition to next venture

Who We Are



Eric Kristensen: Prior to founding Elk Capital Partners, Eric sourced, evaluated and executed leveraged buyouts and managed the strategic direction, growth and performance of businesses

with a number of talented entrepreneurial executives across a variety of industries as an investor for J.H. Whitney Capital Partners, a middle-market private equity firm based in New Canaan, CT. He has also held a number of management roles within startup and non-profit organizations. Eric holds a B.S. in Finance from Wake Forest University where he played baseball for the Demon Deacons and received his M.B.A. from the Kellogg School of Management.



TRILOGY

- Rich Augustyn
- David Dodson
- Joe Neihaus
- Gerald Risk
- Will Thorndike
- A.J. Wasserstein
- Kent Weaver

What We Offer

Experienced Investors Means Accelerated

Deal Process: We are a group of seasoned executives, serial entrepreneurs and successful investors with experience executing transactions and operating mid-sized businesses across a variety of industries to ensure we can move quickly through diligence and complete a transaction, keeping strict confidentiality and minimizing affects on the current business.

Readily Available Capital: We have committed funds waiting to be deployed from our individual investors.

Flexible Deal Structuring: We can customize the terms of the deal to meet the priorities and needs of an owner (e.g. estate planning, tax concerns, lifestyle preferences, continued wealth creation, etc.).

Finder Fees Available: From simply arranging an attractive finder's fee to continuing professional services with the business after the transfer of ownership, we believe strong relationships are formed when all parties involved stand to benefit from the interaction.