



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

Process

- 1 Initial Contact & Build Relationship
- 2 Share Information & Visit Company
- 3 General Agreement on Terms & Price
- 4 Letter of Intent
- 5 Confirmatory Diligence
- 6 Finalize Transaction

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

We Understand Your Concerns and Can Give Peace of Mind: We work to meet your personal goals as an owner, a manager, a partner and a member of your community. We will move quickly to execute a timely transaction and operate under strict confidentiality.

Committed to Building on Your Legacy: We are dedicated to the ongoing success of the business and upholding the values and spirit of its culture and legacy. We are committed to preserving an incredible company culture that recognizes the employees who were instrumental to its achievements.

Flexible Deal Structuring to Meet Your Needs: We can customize the terms of the deal to meet your priorities and needs (e.g. estate planning, tax concerns, lifestyle preferences, continued wealth creation, etc.). We have committed funds waiting to be deployed from our investors. We are also open to partnering with entrepreneurs through retained equity ownership and/or continued employment contracts.