



BOARDWALK

Our Story

Boardwalk is led by seasoned executives with a singular focus: to acquire and operate one high-quality business over the long-term. We offer liquidity to owners who may seek a transition of day-to-day management. We are not, and do not operate like, a private equity firm. Boardwalk is backed by an investment holding company, Fleming Corp, and a network of successful entrepreneurs.

Investment Focus

Company Attributes

- High recurring sales
- History of profitable growth
- Profit margins exceeding 10%, minimum \$1.5 million
- Limited client concentration

Industry

- Business to business services
- Technology-enabled services to various end markets
- Niche industries with attractive growth and modest capital requirements for growth

Situation

- Owner near retirement seeking a trusted successor and liquidity
- Non-management shareholder seeking exit
- Non-core business divestiture

Why Partner with Boardwalk

- **Flexibility.** Process tailored to ownership objectives including structure, timing post-deal role and taxes
- **Certainty of close.** Investment backing affords high certainty of a timely closing
- **Transparency.** Straight-forward process, timely communication, and actions consistent with expectations
- **Legacy.** Preservation of the legacy, culture and reputation that owners have built
- **Confidentiality.** Keeping discussions and information strictly confidential
- **Respect.** Treating employees and customers with respect
- **Efficiency.** Expedient completion of diligence and documentation with minimal disruption

Eric Ewald | Founder and Principal

Eric brings twenty years of experience as an operator and investor in small and family-owned businesses. His formative training as a management consultant dates to the mid-90s, helping clients adapt to disruption cause by the internet. Eric brought this experience to Microsoft's corporate development group, a team focused on repositioning the Fortune 50 firm around cloud-based platforms. Beginning in the 2000s, Eric transitioned to investing in, and working alongside, business owners in the lower-mid market. In 2013, he joined the Leadership Team of a global HR services firm, Sterling Infosystems. Eric led a highly effective growth strategy resulting in a successful sale of the company to Goldman Sachs.

Eric earned an MBA from The Wharton School and bachelor degrees in Economics and Engineering from Northwestern University.



Contact Us

To learn more about Boardwalk or have a confidential discussion, please contact Eric Ewald at eric@boardwalkcap.com or (617) 765-4880 x101.