

### **Executive-in-Residence Engagements**

Grand Avenue has been engaged by senior executives who have considerable experience in a particular industry. These individuals wish to acquire their own company, capitalizing on the depth of experience they have in their particular niche.

**Grand Avenue Capital** provides the following services on an exclusive buy-side engagement basis to the experienced executive seeking an acquisition related to their experience. This is a unique program to help the talented executive identify, acquire and finance a leading small business that they will ultimately run.

- Assist these executives in executing the acquisition plan for a firm in their niche industry. Grand Avenue will assist the operating professional create deal flow and access to capital to complete the acquisition.
- The executive and Grand Avenue will solicit companies or operating divisions within their niche industries whose shareholders may be seeking an exit strategy. Typically, Grand Avenue's clients here seek companies with a minimum EBITDA of \$3.0 million. Because of the executives' knowledge of their industry, they are aware on a personal basis of companies and owners meeting such criteria.
- Grand Avenue bankers and the executive work together in assessing the prospects developed by the executives and evaluate on a confidential basis the prospects of the business, operations, position in the industry, market potential growth, and develop a business plan post-acquisition that will be used to attract potential investors / lenders.
- Grand Avenue bankers prepare compelling documentation for lender/equity participants. Strategic investors may be part of the prospective participant list.

# GRAND AVENUE CAPITAL LLC

## INVESTMENT BANKERS

Securities offered through Grand Avenue Capital Partners LLC

Confidential

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- Financial participants such as private equity groups are contacted simultaneously, and Grand Avenue assists management in the determination of the preferred participants. Definitive transaction documentation is prepared by legal counsel and reviewed by Grand Avenue and management counsel. Equity incentives for executive management are negotiated. Management consulting contracts are sought for key employees.
  - Grand Avenue will assist in the valuation, negotiations and develop acceptable term sheets on behalf of the executive in their acquisition of the identified business(es). Grand Avenue will review proposals in connection with any potential or actual Transaction and assist in all aspects of the negotiation process including establishment of structure, price and terms. A period of exclusivity is negotiated. Timelines are proposed.
  - It is our goal to maximize the ownership for the executive immediately and over time based on milestones of performance.

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