

# Sell-Side M&A Advisory Services

LOWER - MIDDLE & MIDDLE MARKET INTERMEDIARY



KRESHMORE GROUP®

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Kreshmore Group (KG) started operations in 2009 through its predecessors and has grown to become Chicago's preeminent restructuring and M&A advisory company. The firm serves myriad niche industries while focusing on lower-middle & mid-market companies within the continental United States. KG assists clients in restructures/turnarounds, workouts, recapitalizations, M&A, real estate capital markets & real estate asset management, sell prep, senior and subordinated debt structuring, diligence services, c-suite advisory, outsourced analytics and modeling, and solving complex financial problems with unique solutions. Headquartered in Lemont, Illinois, KG is known within the Chicagoland area as a tenacious and hyper-focused strategic consulting firm. Kreshmore Group consists of a creative, cohesive and diverse team with over 175 years of combined relevant experience.

Kreshmore Group offers sale, merger, and acquisition (M&A) intermediary services in an environment of professionalism, decorum and timeliness that gives our clients the confidence and peace of mind expected throughout a structured business buying, selling, divesting or recapitalization process. We help our clients drive a streamlined M&A process to ensure that a potential deal transaction stays on track from engagement to close. KG understands that factors such as strategy/marketing preparation, solicitation, buyer-seller dynamics, legal-financial-cultural due diligence, deal structure, valuation expectations, timing and transition, and market conditions play a crucial role in a M&A deal. Kreshmore Group's customized approach solves a fundamental problem – firms generally focus on simply getting a search done, we focus on making your search successful. Most brokers and M&A advisors perform their tasks in isolation without a holistic view of what it takes to make a search successful.

## PROVEN EXECUTIVE TEAM

KG's seasoned team has the expertise, wisdom, resourcefulness, focus and judgement that buyers or sellers expect in today's M&A environment. Our M&A intermediaries have a unique insight into M&A transactions – with direct experience across the deal lifecycle and a vital understanding of what it takes to make a M&A deal successful. Our integrated approach, proprietary buyer database & unique experience will ensure that we stay focused on a successful solution. Kreshmore Group's executive team has in excess of four decades of direct complex financial and strategic business experience in business ownership – from start to growth to exit.

## INDUSTRY COVERAGE

- Transportation & Logistics (T&L) • Warehousing & Distribution (VAWD)
- Manufacturing
- Medical Device
- Automotive
- Real Estate
- Hospitality
- Sports
- Niche Services
- Geographically Focus: Continental USA
- Company Size: \$10MM - \$750MM in Revenue | \$1MM - \$25MM in EBITDA





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TRIED AND TESTED. MEET OUR COMMITTED EXPERTS.

**Thomas G. Varga • Vice President, Operations, M&A • (708) 719-4120 • TVarga@Kreshmore.com**

Thomas manages lower-middle and middle market sell-side M&A intermediary services for KG, as well as directs, coordinates, and oversees analytical advisory operations for Kreshmore Group. He is an extremely motivated, creative, business plan-focused professional. Over the past 27 years Tom has led complex business plan strategies for lower-middle and mid-market private companies and for global 500 corporations, covering multiple business sectors, segments, and geographies.

Since 2002 Tom has lead start-ups and secured strategic lower-middle and mid-market M&A deals as intermediary, as equity player and as independent sponsor. Industries have included Hospitality, Manufacturing, IT, Sports Training, Value-Added Warehousing & Distribution, Supply Chain Solutions, Transportation & Logistics, and Niche Industries.

Tom is a graduate from the University of Illinois, Urbana-Champaign. He is a member of the Midwest Business Brokers and Intermediaries (MBBI) association, the Chicago Chapter of the Association for Corporate Growth (ACG), the Council of Supply Chain Management Professionals (CSCMP) and is a registered Illinois Business Broker (via ABW Financial Services LLC dba Kreshmore Group).

**Anthony Lazzara • Managing Director, M&A • (773) 900-1670 • ALazzara@Kreshmore.com**

Anthony Lazzara is a Managing Director of lower-middle and middle market sell-side M&A services at Kreshmore Group, where he is responsible for origination, corporate restructure, M&A transactions, and direct investments. He has extensive experience supporting management and leadership teams. Anthony is a seasoned veteran in the financial world both from the investing and operating sides. He has experience building and growing lucrative business enterprises, turning around underperforming entities, and providing strategic direction and management to business owners, boards, and executive committees. He is currently an acting board member and advisor to various companies.

Anthony received his BA in finance from Loras College. He is a registered Illinois Business Broker (via ABW Financial Services LLC dba Kreshmore Group).

**Jack McGoorty • Analyst, M&A • (708) 979-5635 • JMcgoorty@Kreshmore.com**

Jack currently works on the M&A and field exam teams where he works with lenders in assessing potential or existing clients borrowing capacity and financial performance. Previous to his current role Jack interned at KPMG in their audit division. In addition to KPMG, Jack spent two summer with Kreshmore, primarily working in the restructuring and M&A divisions where he helped complete financial modeling tasks as well as various financial memorandums.

Jack received his Bachelor of Accountancy from the University of Mississippi with a minor in Finance. He also holds Master of Science in Accountancy from the University of Notre Dame – Mendoza College of Business. Jack is currently sitting for a CPA.