Missouri PE Deal Report 2H 2024



Investment Bankers for the Middle Market





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Market Recap

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This report provides an overview of private equity activity in the state of Missouri. Our report offers key marketplace trends and drivers as well as professional, high-level insights on the quantity, type, region, and industry of deals reported in the 2H of 2024 in Missouri. R.L. Hulett uses data from Pitchbook for all accompanying charts. For more information, please contact Trevor Hulett at thulett@rlhulett.com.



Market Recap

- from 63 during 2H in the prior year.
- to scale platform investments and "buy down" their entry multiples.
- (B2C) sector saw the second-largest increase to 16.4% from 15.3% over the same period.
- companies and increased to 63.2% of total exits from 57.7% in 2023.
- or 2023).



• PE deal volume decreased 7.0% in 2H 2024 to 53 deals, down from 57 in 1H 2024, and decreased 15.9%

• Add-ons remained the most active type of transaction, accounting for 58.2% of total PE transactions in 2024, and were up as a percentage of overall deals from 53.3% in 2023. PE firms continue to use add-ons

• As a % of total completed transactions, the largest year-over-year increase was in the Energy sector, which rose to represent 2.7% of deals in 2024 from 0.7% in 2023. The Consumer Products and Services

• Secondary Buyouts (SBOs) were the most popular exit route in 2024 for PE-owned platform

• Reported EV/Revenue multiples in Missouri increased to 3.5x in 2024 from 2.8x in 2023. Reported EV/EBITDA multiples increased to 23.3x (the only multiple reported was from EQT Private Capital's leveraged buyout of Perficient in October 2024) from 15.9x in 2021 (no multiples were reported in 2022

| Deal Date | Company Name | Platform Buyer | Investor | Industry | Transaction Type | Revenue (\$mm) | EBITDA (\$mm) | Deal Size (\$mm) | EV e EBITDA | – City | Target Business Description |
|-------------|-----------------------------|--------------------------------------|----------------------------------|------------------------------------|-------------------------|-------------------|------------------|---------------------|--------------------|--------------|----------------------------------------------------------------------------------------------------------------------------------------|
| 31-Dec-2024 | Ashley Energy | | Greystar Real Estate Partners | Other Energy Services | Buyout/LBO | | | | | Saint Louis | Operator of district energy services providing clean, reliable, and cost-effective energy to businesses and buildings. |
| 17-Dec-2024 | Telle Tire & Auto Centers | | Next Horizon Capital | Automotive | PE Growth/ Expansion | | | | | Saint Louis | Provider of full-service automotive services offering tire repair, wheel alignment, and emissions testing. |
| 05-Dec-2024 | Full Care | Visterra Landscape Group | Trinity Hunt Partners | Other Commercial Services | Buyout/LBO | | | | | Saint Louis | Provider of landscaping and snow removal services delivering comprehensive outdoor maintenance solutions. |
| 04-Dec-2024 | Ozark Steel Fabricators | | Dakota Holdings | Construction and Engineering | Buyout/LBO | | | | | Farmington | Provider of steel construction services offering high- quality and complex steel solutions. |
| 03-Dec-2024 | HealthRev Partners | | Creach Family Holdings | Enterprise Systems (Healthcare) | Buyout/LBO | | | | | Ozark | Provider of home health and hospice solutions combining technology and analytics to drive financial performance. |
| 18-Nov-2024 | Gamma Tree Experts | Tree Guardians | Halle Capital Management | Horticulture | Buyout/LBO | | | | | Creve Coeur | Provider of tree care services ensuring health and longevity of trees through pruning, fertilization, and storm damage recovery. |
| 13-Nov-2024 | Ruby Reinsurance Company | EnTrust Global | AllianceBernstein | Re-Insurance | PE Growth/ Expansion | | | | | Chesterfield | Provider of reinsurance services specializing in third- party life reinsuring transactions. |
| 12-Nov-2024 | Vance Brothers | American Pavement Preservation | Capital Alignment Partners | Raw Materials (Non- Wood) | Buyout/LBO | | | | | Kansas City | Operator of a construction firm offering asphalt manufacturing and contracting services. |
| 04-Nov-2024 | ArchKey Solutions | | 26North Partners | Construction and Engineering | Buyout/LBO | | | | | Saint Louis | Operator of an electrical and technology construction firm specializing in contracting and engineering services. |



| Deal Date | Company Name | Platform Buyer | Investor | Industry | Transaction Type | Revenue (\$mm) | EBITDA (\$mm) | Deal Size (\$mm) | EV Revenue EBITDA | – City | Target Business Description |
|-------------|---------------------------------------------|--------------------------|--------------------------|--------------------------------------|-------------------------|-------------------|------------------|---------------------|----------------------|--------------|-----------------------------------------------------------------------------------------------------------------------|
| 04-Nov-2024 | MidAtlanticBroadband (Missouri Business) | Rise Broadband | GI Partners | Internet Service Providers | Buyout/LBO | | | | | | Provider of fiber broadband internet services. |
| 29-Oct-2024 | iOR Partners | | Undisclosed Investor | Other Healthcare Services | PE Growth/ Expansion | | | 2.0 | | Kansas City | Provider of office-based surgery services supporting the ophthalmology industry with planning and development. |
| 21-Oct-2024 | Advanced Auto Body, & Frame | JHCC Holdings | TSG Consumer | Automotive | Buyout/LBO | | | | | Bolivar | Provider of auto body collision and repair services, including towing and direct insurance billing. |
| 17-Oct-2024 | Panera Bread (13 Restaurants) | | Flynn Group | Restaurants and Bars | PE Growth/ Expansion | | | 182.3 | | Fenton | Operator and franchiser of a chain of retail bakery cafes offering baked goods, soups, and custom roasted coffees. |
| 14-Oct-2024 | Arcoplast | Germfree Laboratories | EW Healthcare Partners | Other Commercial Products | Buyout/LBO | | | | | O'Fallon | Manufacturer of plastic wall and ceiling paneling systems for cleanroom environments. |
| 08-Oct-2024 | Associated Insurance Group | | Altas Partners | Insurance Brokers | Buyout/LBO | | | | | Saint Louis | Provider of insurance brokerage services offering business, property, and casualty insurance. |
| 08-Oct-2024 | BizzyCar | Dealer Tire | Cequel III | Automotive | PE Growth/ Expansion | | | 15.0 | | Saint Peters | Developer of an automotive maintenance platform simplifying vehicle maintenance with pickup and service coordination. |
| 04-Oct-2024 | Starport Technologies | Multi-Color | Clayton, Dubilier & Rice | Electronic Equipment and Instruments | Buyout/LBO | | | | | Kansas City | Manufacturer of RFID tags offering asset tracking and operational efficiency solutions. |
| 03-Oct-2024 | J.D. Kutter | OneDigital | New Mountain Capital | Property and Casualty Insurance | Buyout/LBO | | | | | Saint Louis | Provider of property and casualty services focusing on customizable benefits for the construction industry. |



| Deal Date | Company Name | Platform Buyer | Investor | Industry | Transaction Type | Revenue (\$mm) | EBITDA (\$mm) | Deal Size (\$mm) | E Revenue | | – City | Target Business Description |
|-------------|-----------------------------------------|---------------------------------------|------------------------------|----------------------------------------|-------------------------|-------------------|------------------|---------------------|--------------|--------|-------------|------------------------------------------------------------------------------------------------------------------------------|
| 02-Oct-2024 | Legacy Pharma Solutions | Nutra-Med Packaging | GenNx360 Capital Partners | Other Containers and Packaging | Buyout/LBO | | | | | | Earth City | Provider of pharmaceutical packaging and distribution services delivering bottling, blistering, and serialization solutions. |
| 02-Oct-2024 | Perficient | | EQT Private Capital Asia | IT Consulting and Outsourcing | Buyout/LBO | 882.2 | 130.9 | 3,163.0 | 3.46x | 23.30x | Saint Louis | Provider of IT and consulting services focusing on digital experience, business optimization, and IT solutions. |
| 01-Oct-2024 | EBV Explosives Environmental Company | Heritage Environmental Services | EQT | Environmental Services (B2B) | Buyout/LBO | | | | | | Carthage | Provider of energetic waste disposal services offering demilitarization and recycling solutions. |
| 01-Oct-2024 | Intertherm | Madison Industries | Barings | Other Services (B2C Non- Financial) | Buyout/LBO | | | | | | O Fallon | Provider of heating and cooling products customized for factory-built homes. |
| 01-Oct-2024 | Matter Family Office | | BW Forsyth Partners | | PE Growth/ Expansion | | | | | | Saint Louis | Provider of wealth management services offering investment and financial planning solutions. |
| 01-Oct-2024 | Mingo Smart Factory | Nulogy | EDC Investments | Business/Productivity Software | Buyout/LBO | | | | | | Clayton | Developer of a manufacturing analytics platform offering real-time production data insights. |
| 01-Oct-2024 | YOUNG & Associates | | Thomas H. Lee Partners | Consulting Services (B2B) | Buyout/LBO | | | | | | Saint Louis | Provider of property damage consulting services for insurance carriers and claims services firms. |
| 30-Sep-2024 | Everstream Solutions | Segra | EQT | Buildings and Property | Buyout/LBO | | | | | | Saint Louis | Provider of a fiber network in the Saint Louis metropolitan area. |
| 30-Sep-2024 | SureCam | | Lewis and Clark Capital | Other Hardware | PE Growth/ Expansion | | | 36.0 | | | Maplewood | Provider of dash cameras and fleet management services enhancing safety and reducing claims costs. |



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|-------------|-----------------------------|----------------------------------------|-------------------------------------|---------------------------------|-------------------------|-------------------|------------------|---------------------|-----------------|-------|--------------|-----------------------------------------------------------------------------------------------------------------------------|
| 25-Sep-2024 | Lamda Biotech | Molecular Designs | Excellere Partners | Biotechnology | Buyout/LBO | | | | | | Saint Louis | Provider of molecular biology research supporting the life sciences community with diverse products and technologies. |
| 24-Sep-2024 | ATIS Elevator Inspections | | Thompson Street Capital Partners | Other Commercial Services | Buyout/LBO | | | | | | Creve Coeur | Provider of inspection, testing, and certification services improving safety and compliance for building conveyances. |
| 16-Sep-2024 | Hastings+Chivetta | Grace Hebert Curtis Architects | Bernhard Capital Partners | Construction and Engineering | Buyout/LBO | | | | | | Saint Louis | Provider of architectural and design services specializing in sustainable and campus master planning. |
| 04-Sep-2024 | Patriot Heat & Air | Paschal Air, Plumbing & Electric | Coltala Holdings | Road | Buyout/LBO | | | | | | Hollister | Provider of fleet parts, maintenance, and repair services for heavy-duty trucks and trailers. |
| 01-Sep-2024 | Immunophotonics | | Horizen Capital | Drug Discovery | PE Growth/ Expansion | | | | | | Saint Louis | Developer of a proprietary carbohydrate polymer inducing systemic anti-tumor immune responses after tumor ablation. |
| 27-Aug-2024 | Altitude 970 | | BAM Capital | Real Estate Services (B2C) | Buyout/LBO | | | | | | Kansas City | Provider of premier institutional-quality apartment communities offering luxury amenities. |
| 26-Aug-2024 | ProEnergy Services | | Energy Capital Partners | Other Commercial Services | Buyout/LBO | | | | | | Sedalia | Provider of global peaking-power solutions intended to help companies and countries overcome energy challenges. |
| 22-Aug-2024 | Mantality Health | | Shore Capital Partners | Clinics/Outpatient Services | Buyout/LBO | | | | | | Chesterfield | Provider of testosterone replacement therapy services intended to address the symptoms of low testosterone in men. |
| 20-Aug-2024 | Bordner Home Improvement | All States Ag Parts | Kinderhook Industries | Raw Materials (Non- Wood) | Buyout/LBO | | | | | | Raytown | Provider of home improvement services, including roofing, siding, windows, doors, bathrooms, stone, and stucco products. |



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|-------------|--------------------------------|---------------------------------|---------------------------------|---------------------------------------|-------------------------|-------------------|------------------|---------------------|--------------|----------------|------------------------------------------------------------------------------------------------------------------------|
| 15-Aug-2024 | DriveCentric | | Summit Partners | Business/Productivity Software | Buyout/LBO | | | | | Saint Louis | Developer of a customer relationship management platform intended to cater to the automotive market. |
| 05-Aug-2024 | SynchronyHR | Engage PEO | Kohlberg & Company | Human Capital Services | Buyout/LBO | | | | | Saint Louis | Provider of human resource consulting and outsourcing services intended to serve businesses. |
| 05-Aug-2024 | TranSystems | Gannett Fleming | OceanSound Partners | Consulting Services (B2B) | Buyout/LBO | | | | | Kansas City | Provider of engineering, architectural, and design consulting services for transportation and infrastructure projects. |
| 01-Aug-2024 | Buckner-Ragsdale | | Mayson Capital Partners | Other Restaurants, Hotels and Leisure | PE Growth/ Expansion | | | | | Cape Girardeau | Operator of an event center offering versatile spaces and catering options for various event sizes. |
| 01-Aug-2024 | Hammer & Steel | | Argonaut Private Equity | Distributors/Wholesale | Buyout/LBO | | | | | Hazelwood | Supplier of drilling and pile driving equipment intended for construction sites across North America. |
| 01-Aug-2024 | Ice Cream For Bears | | Quantum Ventures of Michigan | Food Products | PE Growth/ Expansion | | | | | Clayton | Manufacturer of premium ice cream made with organic and natural ingredients for healthier alternatives. |
| 01-Aug-2024 | Show Me Petroleum Equipment | D&H United Fueling Solutions | Churchill Asset Management | Other Commercial Services | Buyout/LBO | | | | | Springfield | Provider of petroleum equipment maintenance services offering repairs, upgrades, and inspections. |
| 31-Jul-2024 | Contegix | Valiantys | Keensight Capital | Systems and Information Management | Buyout/LBO | | | | | Saint Louis | Provider of secure cloud hosting services designed to support federal agencies and enterprises. |
| 29-Jul-2024 | Katsam Property Services | | Unity Partners | Other Commercial Services | Buyout/LBO | | | | | Fenton | Provider of commercial cleaning and property maintenance services for municipal and commercial clients. |



| Deal Date | Company Name | Platform Buyer | Investor | Industry | Transaction Type | Revenue (\$mm) | EBITDA (\$mm) | Deal Size (\$mm) | EV Revenue EBITD | — City A | Target Business Description |
|-------------|-----------------------------------|-------------------------------------|---------------------------------|-----------------------------------------|---------------------|-------------------|------------------|---------------------|---------------------|---------------------|---------------------------------------------------------------------------------------------------------------|
| 29-Jul-2024 | Rosin Preservation | Heritage Consulting Group | J. Jeffers | Real Estate Services (B2C) | Buyout/LBO | | | | | Kansas City | Operator of a historic buildings preservation firm offering consulting and assessments. |
| 24-Jul-2024 | Marmic Fire & Safety | | Kohlberg Kravis Roberts | Other Commercial Services | Buyout/LBO | | | | | Cape Girardeau | Provider of fire safety equipment and services, including installation, inspection, and maintenance. |
| 24-Jul-2024 | Otto Orthodontics | Smile Doctors | AlpInvest Partners | Clinics/Outpatient Services | Buyout/LBO | | | | | Saint Louis | Operator of an orthodontic care clinic focused on personalized treatment and cutting-edge technology. |
| 23-Jul-2024 | Titanic Museum Attraction | Dolly Parton's Stampede | Cohesive Capital Partners | Leisure Facilities | Buyout/LBO | | | | | Branson | Operator of a historical experience platform honoring the RMS Titanic with artifacts and immersive exhibits. |
| 17-Jul-2024 | Atlas | Repairs Unlimited | Great Range Capital | Other Commercial Services | Buyout/LBO | | | | | Fenton | Provider of restoration services offering emergency repairs for fire, water, wind, and hail damage. |
| 11-Jul-2024 | TierPoint | | Argo Infrastructure Partners | IT Consulting and Outsourcing | Buyout/LBO | | | | | Saint Louis | Provider of information technology infrastructure services offering cloud, colocation, and disaster recovery. |
| 10-Jul-2024 | National Design Build Services | Kelso Industries | Oxbow Equity Partners | Construction and Engineering | Buyout/LBO | | | | | Maryland Heights | Provider of modern living spaces with design-build services and community-oriented amenities. |
| 09-Jul-2024 | All About Trees | Tree Guardians | Halle Capital Management | Environmental Services (B2B) | Buyout/LBO | | | | | Springfield | Provider of tree care services offering pruning, removal, stump grinding, and consultations. |
| 04-Jul-2024 | Radiophone | Mobile Communications America | Sentinel Capital Partners | Telecommunications Service Providers | Buyout/LBO | | | | | Springfield | Provider of two-way radio services and accessories with repair and technical support options. |



| Deal Date | Company Name | Platform Buyer | Investor | Industry | Transaction Type | Revenue (\$mm) | EBITDA (\$mm) | | e E Revenue | | - City | Target Business Description |
|-------------|------------------------------------|-------------------------|-----------------------------|-----------------------------------|-------------------------|-------------------|------------------|---------|----------------|------|-------------|------------------------------------------------------------------------------------------------------------------|
| 02-Jul-2024 | Acertus | | Undisclosed Investor | Logistics | PE Growth/ Expansion | 26.0 | | 226.0 |) | | Saint Louis | Operator of an automotive logistics platform offering vehicle lifecycle services for dealerships and fleets. |
| 01-Jul-2024 | Ordont Orthodontic Laboratories | Specialty Appliances | Reynolda Equity Partners | Other Devices and Supplie | s Buyout/LBO | | | | | | Fenton | Manufacturer of orthodontic appliances, including trays and dental devices for professional dental care. |
| 01-Jul-2024 | Serviam Care Network | | CGF Holdings | Business/Productivity Software | PE Growth/ Expansion | | | | | | Kansas City | Developer of a CRM platform designed for senior living operators to improve lead and applicant management. |
| Median | | | | | | 882.2 | 130.9 | 36.0 | 3.5 | 23.3 | | |
| Low | | | | | | 26.0 | 130.9 | 2.0 | 3.5 | 23.3 | | |
| High | | | | | | 882.2 | 130.9 | 3,163.0 | 3.5 | 23.3 | _ | |
| Mean | | | | | | 454.1 | 130.9 | 604.1 | 3.5 | 23.3 | | |





Source: PitchBook

Targets

SCHOLARONE[™] 2 GUROBI OPTIMIZATION OPTIMUM PROCESSING, INC. Novel filtration & single use solutions. Facility Superior Laboratory Services, Inc. Logix 🐨 Trajectory m S3 POWER





Source: PitchBook

| Investor | Location | # of 2H 2024 Investments | # of LTM Investments | |
|-----------------------------|-----------------------|-----------------------------|-------------------------|---------------------|
| Mayson Capital Partners | Cape Girardeau, MO | 2 | Ι | BUCKNER RAGSDALE |
| <u>Advantage</u> Capital | Clayton, MO | I | 3 | S |
| CEQUEL | Saint Louis | Ι | 2 | Ŵ |



Targets







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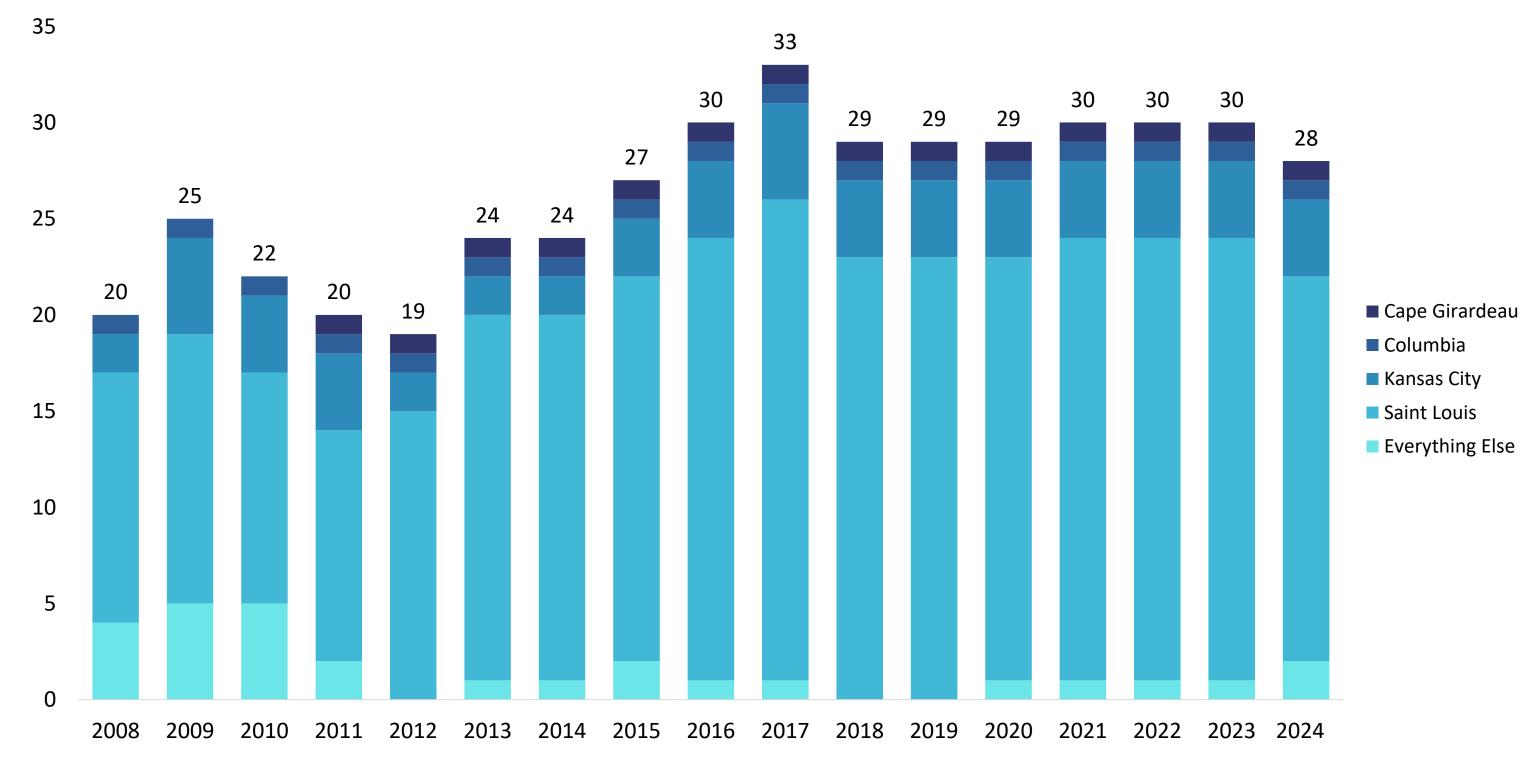


Source: PitchBook

Note: Active investor is defined as having raised a PE Fund in the past 5 years or completed a PE deal in the past 3 years



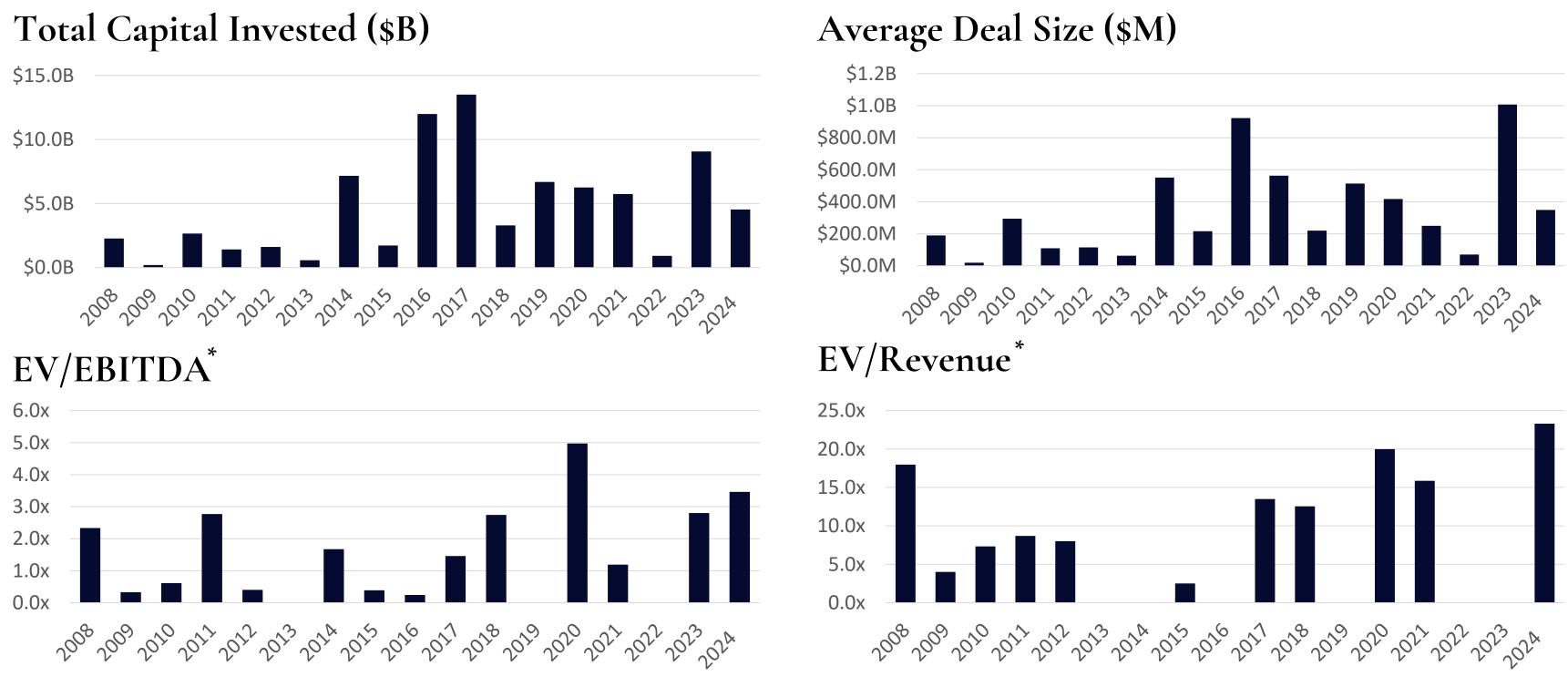
Number of Active PE Investors



Source: PitchBook

Note: Active investor is defined as having raised a PE Fund in the past 5 years or completed a PE deal in the past 3 years.

Deal Analytics



Source: PitchBook

Note – above charts only include data from PE buyouts and investments (i.e. no PE exits to non-PE buyers)



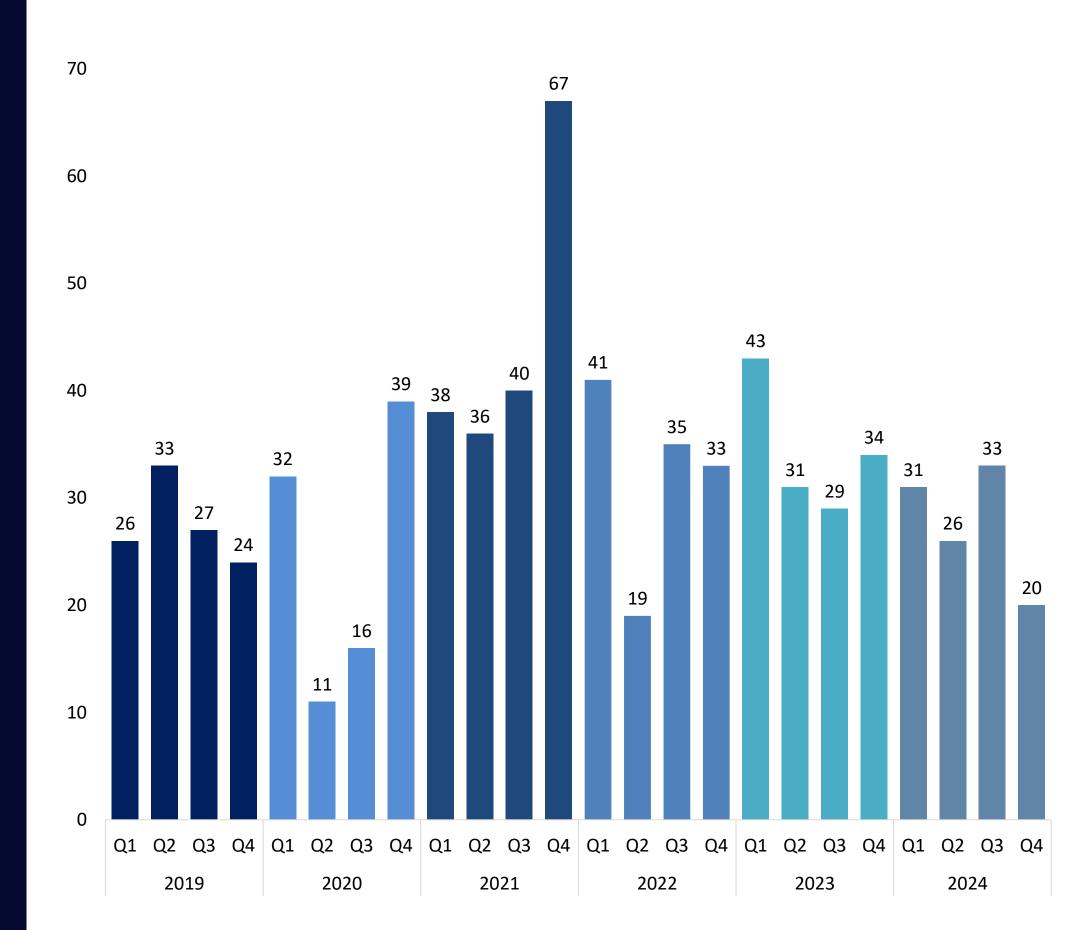
PE Deals Closed by Quarter

80

Decline in Deal Activity

PE deal activity in Missouri declined 7.0% in 2H 2024 to 53 deals from 57 in 1H 2024, and declined 15.9% from 63 deals in 2H of the prior year.

This decline reflects more challenging dealmaking conditions in 2024, driven by higher interest rates, tightened liquidity, and increased election-related uncertainty.





PE Deals Closed by City

Missouri Deal Activity

Of the 53 deals in 2H 2024, St. Louis was the most active market with 15. One of the most notable deals in St. Louis was 26North Partners' leveraged buyout of ArchKey Solutions in November 2024.

Kansas City was the second most active with 7 closed transactions, followed by Springfield with 3. All other regions combined for a total of 19 completed deals.

| Saint Louis: | 15 |
|-----------------|----|
| Kansas City: | 7 |
| Springfield: | 3 |
| Cape Girardeau: | 2 |
| Others: | 26 |
| Missouri Total: | 53 |



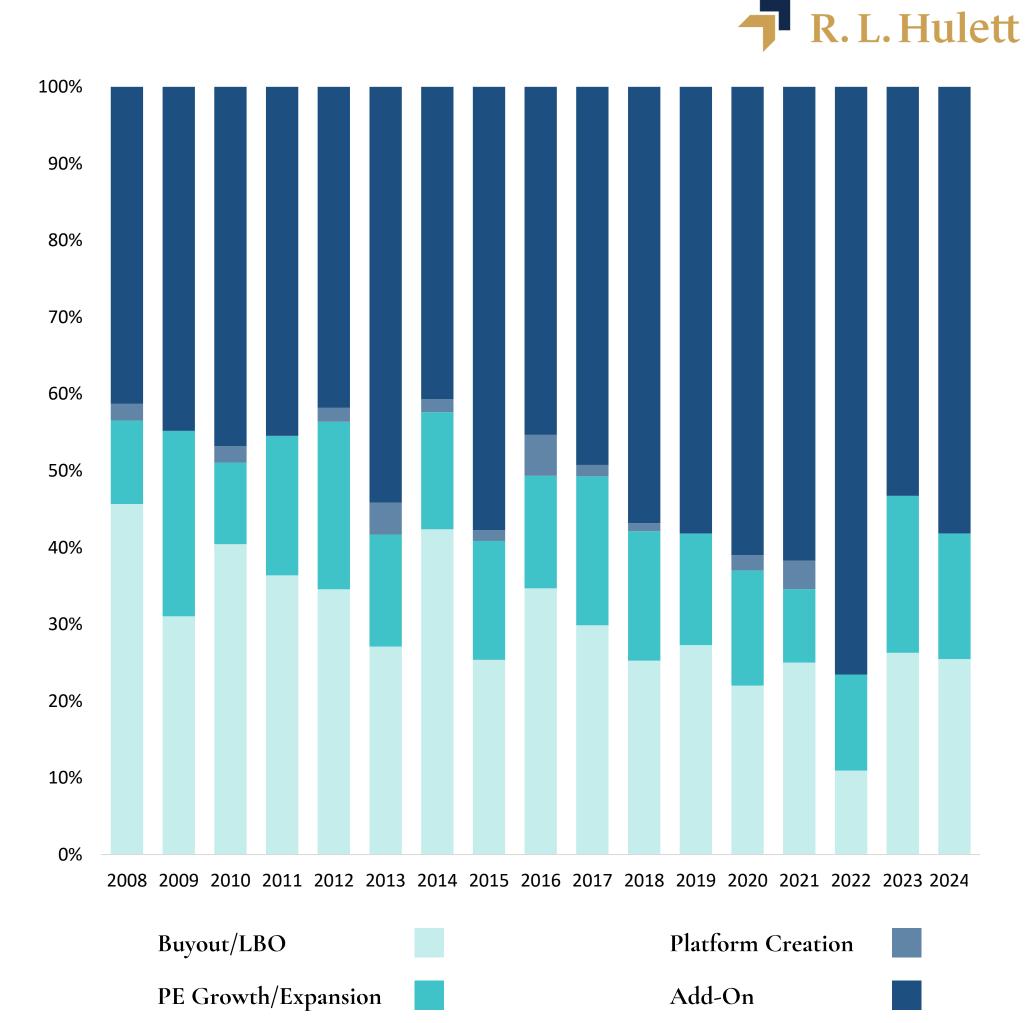


PE Deals Closed by Type

Increasing Add-on Acquisitions

From 2008 – 1H 2024, add-ons as a percentage of total transactions have generally been increasing from 41.3% to 58.2% of total deals.

In 2H 2024, we saw a continuation of this trend and we expect add-ons to remain a high percentage of PE transactions as PE firms continue to look to add-ons as a way to scale up their platform companies and "buy down" entry multiples.

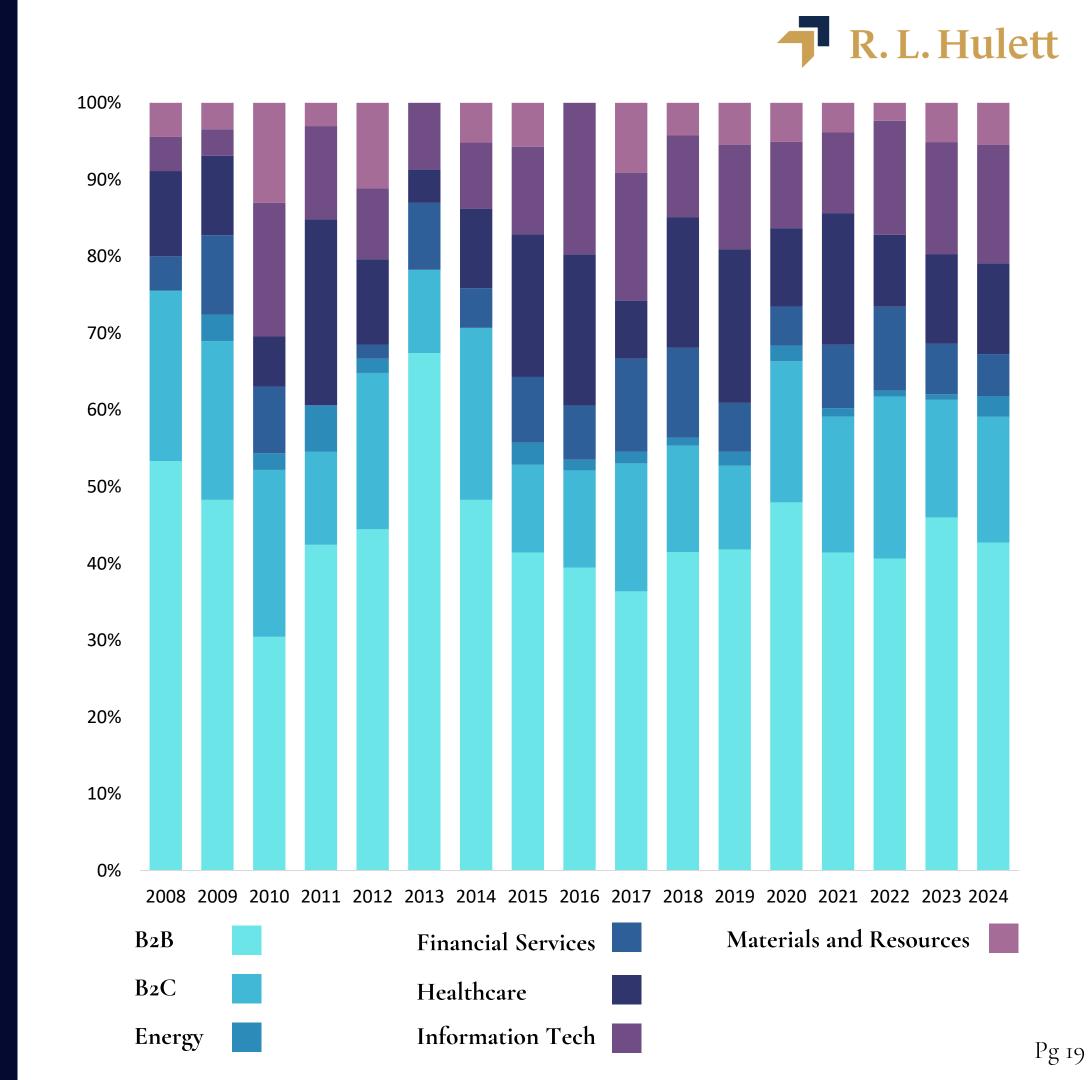


PE Deals Closed by Sector

B2B Getting Attention

Historically, B2B has been the most active sector of the Missouri PE deal activity, generally representing more than 40% of the total deal volume.

In 2024, the B2B Products and Services sector remained the most active, accounting for 42.7% of transactions, though this marked a decline from 46.0% in the previous year. The Financial Services sector also saw a decrease, dropping from 6.6% in 2023 to 5.5% in 2024. In contrast, the Energy sector experienced the most significant growth, rising to 2.7% of total transactions, up from just 0.7% the year prior. All other sectors reported increases of less than 1% of total transaction volume.

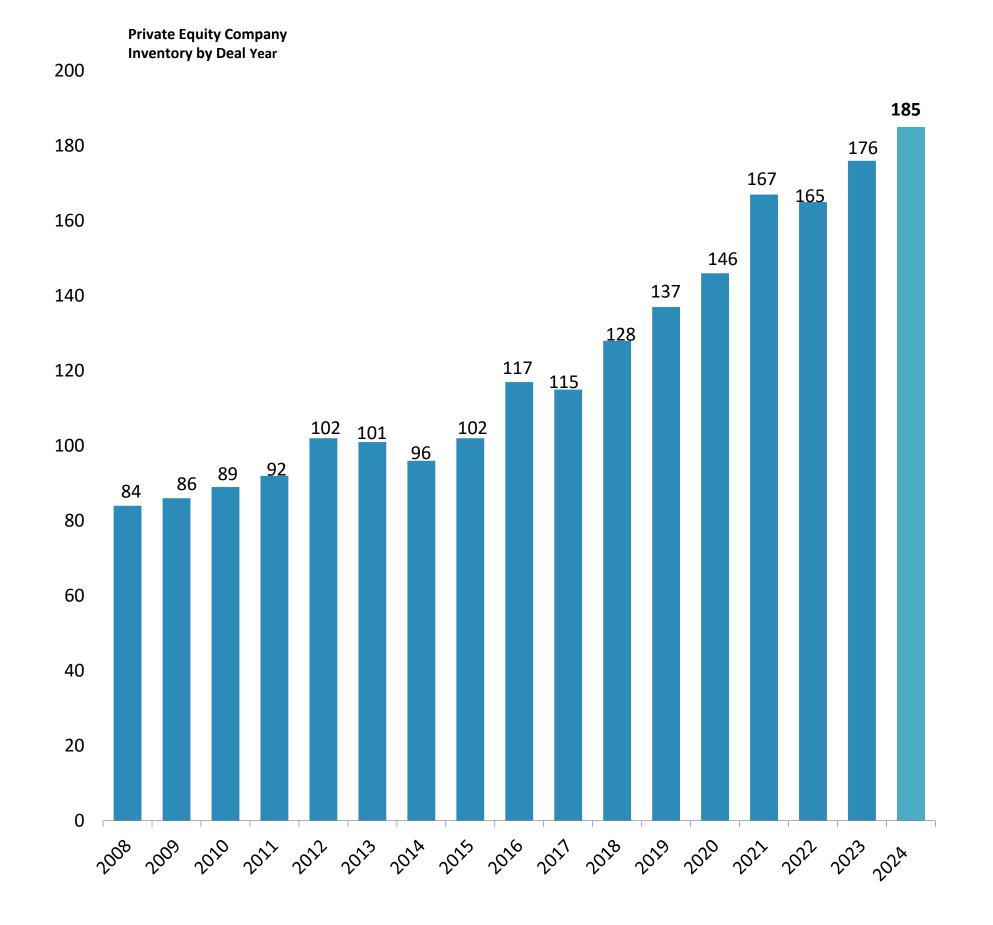


Number of PE-backed Companies

PE Inventory Growth

In 2024, with 28 investments and 19 exits, the net number of PE-Backed Companies located in Missouri increased to 185 from 176 in 2023.

The number of companies in Missouri backed by Private Equity firms has nearly doubled over the past decade. This illustrates the proliferation of PE funds raised over that same period.





PE Inventory by Investment Year

PE Inventory Growth

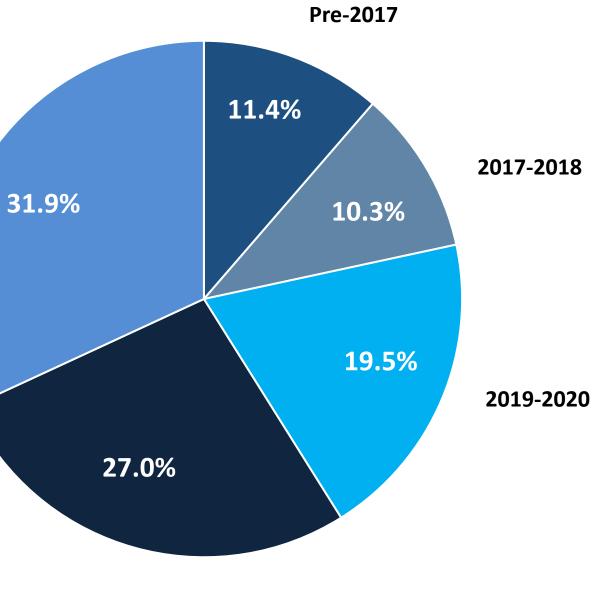
Traditionally, private equity hold times on investments have ranged from three to seven years depending on a combination of factors including size, sector, mandate, performance, etc.

As of December 31 2024, 88.6% of the total 185 PEbacked companies in Missouri were acquired in 2017 or later and 11.4% were acquired in 2016 or earlier.

2023-2024

Source: PitchBook





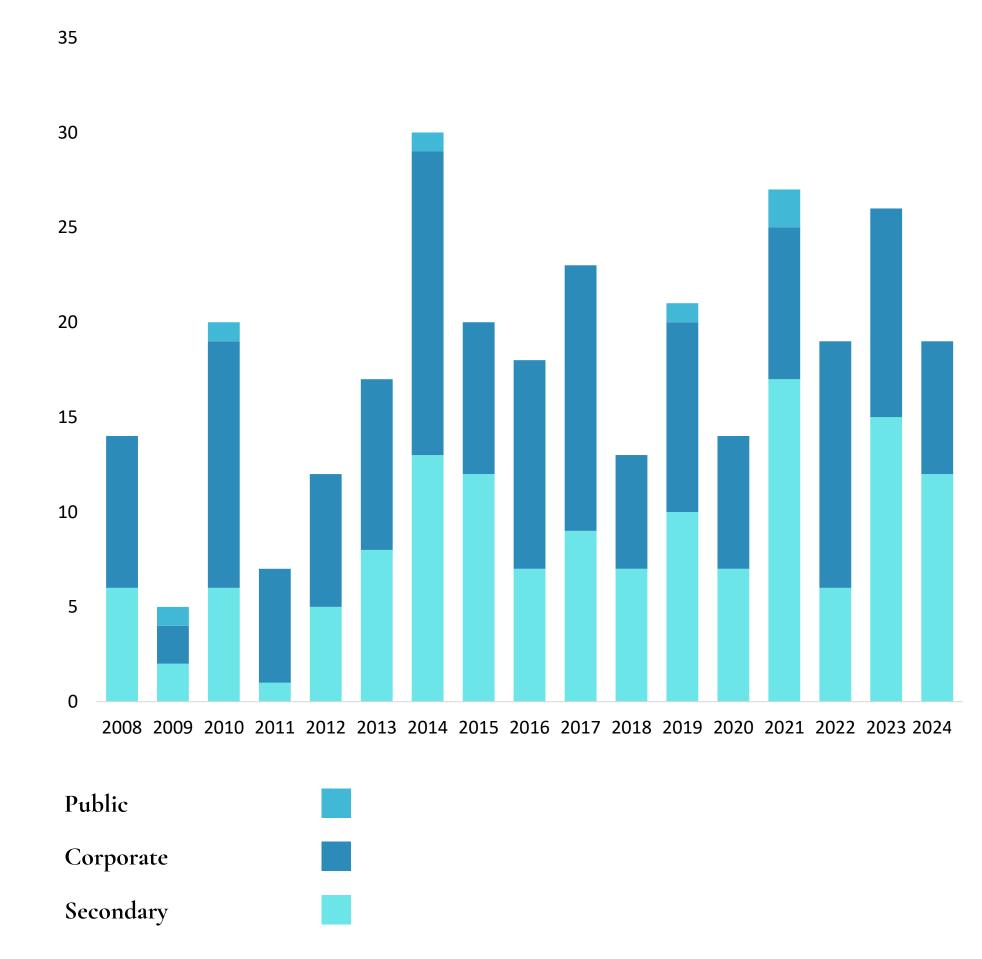
2021-2022

PE-Backed Exits by Type

Decline in Corporate Acquisitions

In 2024, we saw a substantial decline in exit activity for Missouri private equity firms, down 26.9% from 26 exits in 2023 to 19 in 2024. We attribute this to more challenging market conditions, including ongoing inflation impacting labor and material costs.

Missouri saw corporate acquisitions drop to 7 deals in 2024 from 11 in the prior year. Additionally, no IPOs have occurred in the past three years, reflecting a broader trend of limited public market exits amid continued economic uncertainty.







Trevor Hulett Managing Director

Mr. Hulett has led M&A transactions in a variety of industries including manufacturing/industrial, software development/IT, business services and value-added distribution. Prior to joining the firm, he held senior level accounting and financial management positions in both public accounting and large corporate environments. Mr. Hulett began his career as a Certified Public Accountant with MPP&W, a St. Louis-based public accounting firm specializing in middle market companies. He then held various management positions in internal audit and corporate accounting with a Fortune 1000 industrial manufacturing company and also spent nine years with Enterprise Rent-A-Car Company as a department manager in the Corporate Accounting group. Mr. Hulett holds his Series 62, 63 and 79 securities registration. Mr. Hulett earned a Bachelor's Degree in Accounting from the University of Missouri, Columbia.



Christopher Riley Senior Advisor

Mr. Riley has owned, operated, and sold multiple businesses spanning five decades in the technology, fabrication, hospitality, real estate, social media, financial services, automotive, private equity and business services industries. He owns multiple companies, United Cutwater and Cutwater Advisory Partners, that focus on identifying, funding, growing, and exiting businesses at their Optimum Value. Prior to joining the firm, he worked in New York in the investment banking industry for 10 years. He began his career with American Express as an Estate and Tax Planning Specialist. With degrees in Finance and Philosophy and a Master's in Organizational Psychology, Chris was educated at Santa Clara University, the London School of Economics and the Harvard Business School. Chris is Series 79 and Series 63 licensed, and has seven board certifications in cyber intelligence and is a licensed Forensic investigator.



David T. Vass Director

Mr. Vass has over 30 years of business management experience including more than 10 years as President of a highly successful consumer products manufacturing company with revenues exceeding \$25 million. During this time, he not only reversed a declining sales and earnings trend, but increased both sales and operating income over 100%. In addition, he has spent over 20 years at the executive level of Vice President of Sales and Business Development. Mr. Vass also has experience in a number of other industry niches including: consumer products, commercial furniture and fixtures and metal recycling. He holds a Bachelor's Degree in Economics from DePauw University and an MBA from the University of Michigan.



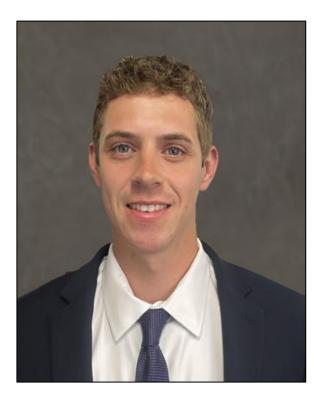
Ron Litton Director

Mr. Litton has been advising business owners in mergers and acquisitions since 2013. His primary industry focus areas have included industrials, paper and packaging, distribution, energy, promotional products and direct to consumer e-commerce. Prior to 2013, Mr. Litton held a variety of C-level roles with several companies in the paper and packaging industry including Unisource, Maverick Paper, Universal Graphics and Sabin Robbins. He has bought and sold a number of businesses, advised in the sale of family/founder owned businesses, and advised in start-ups and turnaround situations for banks, owners, and private equity firms. He enjoys working with owners that want to sell or transition out of their businesses. Ron covers the Kansas City and surrounding markets for the firm. He graduated from Central Missouri State University with a BS in Graphic Arts Technology and Management.



Ryan Hartman Senior Analyst

Ryan provides analytical support for senior-level deal managers and, as a senior analyst, supervises the preparation of confidential memorandums, financial models and industry research reports. Ryan graduated with a Bachelor of Science degree in Finance from The Freeman School of Business, Tulane University. Prior to joining the firm, Ryan worked as an equity analyst for Burkenroad Reports, an equity research program that produces widely circulated financial reports on smallto medium-sized companies. During his time at Tulane University, Ryan was elected as Vice President of Administration for Tulane's community government, took extensive courses in Investment Banking M&A transactions, and volunteered as a data analyst for American Red Cross.



Charlie Meier Senior Analyst

Charlie joined R.L. Hulett & Company in 2023 and provides transaction support for senior-level deal managers including financial modeling, valuations, industry research, offering memorandums and a variety of presentations. Charlie graduated with a Bachelor of Science in Business Administration Degree with a major in finance and banking from the Trulaske College of Business, University of Missouri. Prior to joining the firm Charlie worked as an investment analyst for the University of Missouri's Investment Fund Management Program. During his time at University of Missouri, Charlie was elected as Recruitment Chairman for the Phi Delta Theta Fraternity and took extensive courses in Banking.



Lynda Hulett Marketing & Administration

Lynda Hulett leads the firm's marketing, administrative and communication efforts. She maintains the firm's proprietary CRM database, manages outbound firm communications and provides administrative support to senior deal managers. Prior to joining R.L. Hulett, Lynda spent the previous ten years in various marketing and administrative functions. Most recently, she worked as a client liaison providing administrative support for a CPA firm. Prior to that, she was employed by Moneta Group, a financial services advisory firm, where she provided marketing and administrative support to the client managers. Lynda graduated from the University of Missouri – Columbia, receiving her business degree with an emphasis in Marketing.



Robert L. Hulett In Memoriam: (1943 - 2024)

Mr. Hulett founded the firm in 1981 and has negotiated and completed more than 200 transactions throughout his career. He began his career as a Certified Public Accountant and practiced with Peat, Marwick, Mitchell & Co. in St. Louis as an Audit Manager and in New York as the Director of Training for Private Business. Mr. Hulett has also served as Chief Executive & Board Member for various middle market companies. As an educator, he was an adjunct professor at New York University and a tenured faculty member at Lindenwood University in St. Louis. He conducted training sessions for middle market CPA firms throughout the country for more than ten years. Mr. Hulett earned his BS/BA Cum Laude in Accounting from the University of Missouri-Columbia, and an MBA from Lindenwood University.



has been acquired by



R. L. Hulett



has been recapitalized by

Frontenac





has been acquired by

Environmental Restoration Employee Stock Ownership Plan

R. L. Hulett



has been acquired by



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has been acquired by



R. L. Hulett



has sold substantially all of its assets to











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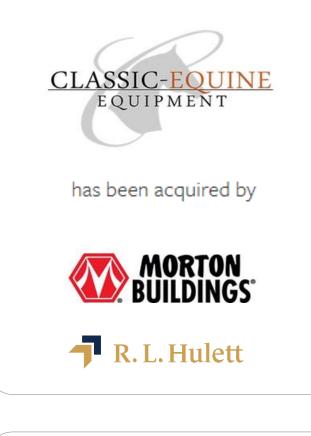
R. L. Hulett



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VSA CAPITAL

R. L. Hulett



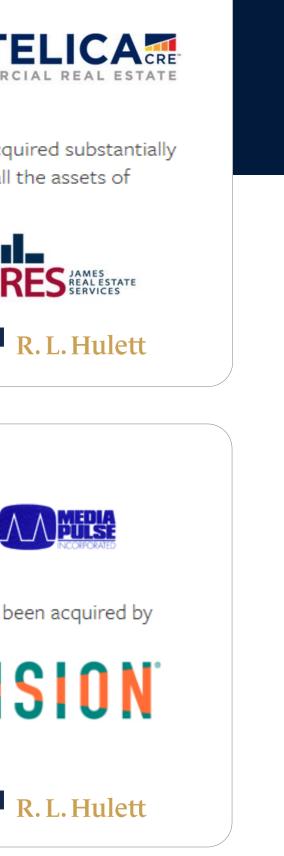
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R. L. Hulett













R. L. Hulett





has sold substantially all of its assets to





has sold substantially all of its assets to

Vidya Holdings





Contact Us

For more information, please contact the RLH team members listed below.

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