

# IMB»PARTNERS

Founded in 2010, IMB Partners is a private equity independent sponsor focused on making control acquisitions and partnering with management teams to grow lower middle market companies serving:



## Electric and Gas Utilities



## Government Agencies

IMB seeks to invest long term junior and equity capital on a deal by deal basis with our own capital and on behalf of our network of over 25 institutional investors, family offices and high net worth individuals.

## Our Partner Companies

### Utility / Industrial Services



#### LaFata Contract Services

Project and construction management firm focused on helping utilities deliver major infrastructure projects.

Initial Investment 2018 | Location: PA | Status: MBE



#### Carr and Duff

Specialty electrical services for numerous industries including utilities, transportation, industrial, education, and healthcare

Initial investment: 2022 | Location: PA Status: | MBE Pending



#### Richmond Wholesale

Leading global food manufacturer supplying the US military.

Initial Investment 2020 | Location: CA | Status: MBE



#### Alder Foods

Food distributor and manufacturing firm, one of the largest suppliers of grocery products to U.S. military.

Initial Investment 2016 | Location: MA | Status: N/A

### IT / Cybersecurity Services



#### e&e IT Consulting

IT services and consulting firm serving government and commercial clients.

Initial Investment 2014 | Location: PA | Status: WBE/MBE



#### Ashburn Consulting

Cybersecurity and network engineering firm serving government, education, and commercial clients.

Initial Investment 2020 | Location: VA | Status: MBE

### MSP Provider



#### IMB Solutions

Managed Service Provider (MSP) business serving a leading pharma corporation.

Initial Investment 2013 | Location: MD | Status: MBE

## Our Investment Criteria

- » Proven and committed management team
- » \$5-\$25M EBITDA for platforms (\$1.0M+ in EBITDA for add-ons)
- » CapEx <20% of EBITDA
- » Stable cash flow with clear growth avenues
- » Existing supplier to utility and/or government customers that value diversity

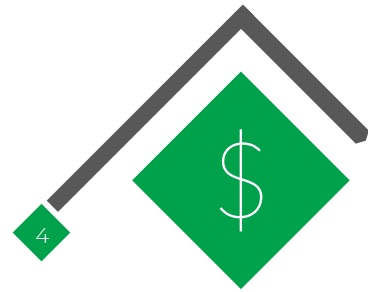
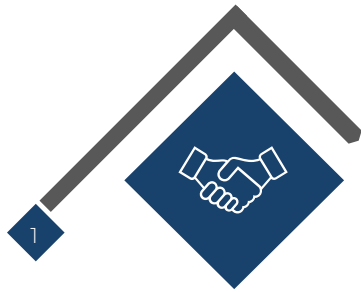
## Company Characteristics

## Contact Us

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# Our Proven Process

## IMB»PARTNERS



### “Get To Know, Each Other:” Partnership and People 1st

- » Hear your vision and needs for a partner
- » Answer questions about IMB
- » Include socializing for a more personal feel

### Structure a Win/Win Deal

- » Learn your unique business needs
- » Structure a Two-Step Buyout™ to create a “2nd bite at the apple”
- » Include key employees in ownership

### Entrepreneurial Approach to Value Creation

- » Implement the Entrepreneurial Operating System (EOS)
- » Leverage value-add tool kit, including MBE Sales Advantage™
- » Integrate diversity and social impact principles

### “2nd Bite at the Apple”

- » Refinance and return “rollover capital” and gains within 3-5 years post close
- » Option for owners to continue with equity ownership or to fully exit
- » Option for owners to continue in management roles or to succession out

## Our Team



**Tarrus Richardson**  
Founder And CEO  
Bethesda, MD



**Kelvin Pennington**  
Managing Director  
Chicago, IL



**Farrah Holder**  
Managing Director  
Bethesda, MD

## When to Contact Us

### For business owners and their representatives:

- » We seek to invest in and partner with proven suppliers to utility, government, and Fortune 100 customers.
- » We actively pursue add-on acquisitions in utility services, IT staffing and services, cyber security and network engineering, and food manufacturing, supply and distribution.

### For corporate and government customers seeking supplier diversity solutions:

- » We seek to acquire existing vendors both diverse and non-diverse suppliers that are seeking capital and/or succession and that we can sustain or reposition as best in class MBE supplier.
- » We are experienced with large scale corporate divestitures, carve-outs and joint ventures.
- » Through our existing portfolio companies, we offer large scale and value-added diversity solutions in the utility services, IT staffing and services, cyber security and network engineering, and food manufacturing, supply and distribution.