



## WHAT WE DO

Pursuant Capital is a Tampa-based, privately-financed search fund *in pursuit* of profitable small businesses to buy and operate for the long term.

We search for, acquire and operate profitable small businesses in West Central Florida. We work with business owners to transition their legacies to the next generation. With our permanent private capital, we operate without artificial time constraints or pressures. We focus on long-term growth and operational improvements for the benefit of all stakeholders. We partner with people we trust and with businesses that are a "fit" for all parties.

## APPROACH

In 1984, a professor at Stanford invented an investment model called the "Search Fund" where motivated, highly-trained entrepreneurs are backed by experienced advisors and investors to acquire an established business, and then operate and grow that business on a day-to-day basis as President/CEO. Since then, the number of active search funds, and the search fund community in general, has grown tremendously with much success.

Search funds have three stages:

- Stage 1: Recruit Investor-Advisors
- Stage 2: Search for and Acquire a Company
- Stage 3: Operate and Grow the Business as President/CEO

## OUR EDGE

Pursuant Capital is a fully-committed, local buyer and operator of businesses. We have the committed capital needed to buy the right target business. Our goal is to maintain and grow a business, and the business owner's legacy, for the long term. We do so by providing liquidity, growth capital and day-to-day management. We are **not** a private equity firm or strategic buyer:

		Private Equity	Competitor
Your Legacy, Our Commitment	100% of our time and effort to growing your company	One of many business; little time or attention	Absorbed as one of many divisions / subsidiaries
Timeline	We are in it for the long haul	3-5 year strict timeline	Depends on competitor
Day 1 Post-Closing	We operate the company day-to-day alongside employees and advisors	Company strategy dictated to employees by PE firm to maximize profit	Integrate company into competitor; company likely goes away
Equity Funding	"Permanent Capital" from entrepreneurs and operators	Large institutions with strict mandates	Competitor's balance sheet and credit lines
Goal	Maintain company's legacy and grow the business	Slash expenses, add debt, position company for re-sale	Integrate company into the competitor
Seller Involvement	Depends on seller's desires; we are flexible	Full-time commitment	None

## CRITERIA

We seek to acquire businesses with some or all of the following characteristics:

### The Business

- Located within 90 miles of Tampa International Airport
- Annual revenues of \$2 - \$20 million
- Track record of consistent revenues and profitability
- Industries that are not sensitive to economic cycles, technology advancements or regulatory risks

### The Situation

- Sellers seeking liquidity and to reduce their day-to-day involvement
- Sellers that desire fully-committed, local buyers to maintain and grow their legacies
- Sellers wanting a buyer that values the "fit" with their people and organization

## TEAM

We are two entrepreneurs searching for a business we can manage and grow. We are advised by a group of entrepreneurs and executives who have bought and successfully operated companies in many industries. Together, we have the experience and capital to buy businesses of all types.



**Sam Rosati**

Sam's career has focused on advising businesses during key transitional periods and daily operations, including mergers and acquisitions (M&A), corporate law and public accounting. Previously, Sam was an investment banker at Rosati Business Brokerage, a M&A advisory firm, a corporate lawyer at Foley & Lardner, a global law firm, and an accountant at PricewaterhouseCoopers. He graduated from the University of Virginia and the University of Florida. Sam is a licensed lawyer and CPA, and he actively invests in and advises local businesses. Sam is an active golfer, and he lives in the Tampa Bay area with his wife Lindsey.



**Joey Rosati**

After graduating from the University of Florida with degrees in Finance and Entrepreneurship, Joey operated BarProducts.com as COO. Managing a staff of 70+, Joey operated the global e-commerce bar supply retailer from Largo, FL and New Salisbury, IN, overseeing all operations, including warehouse pick/pack/ship, website development, HR and installation of a new ERP and other systems. He has expanded his entrepreneurial talents with a portfolio of passive investments in tech, medical, real estate and hospitality businesses. Joey lives in Tampa and is an active soccer player and Gasparilla Krewe member.

Our advisors and investors, a majority of whom reside in the Tampa Bay area, provide a wealth of experience, knowledge and passion for operating small businesses. Together, we have the experience and capital to support an acquisition, as well as operate and grow the business, **for the long term.**

## CONTACT US

We promise *complete confidentiality* and we will respond within 48 hours.