

ALCON PARTNERS

Food Safety, Certification, and Compliance

Overview

A highly regarded and well-funded private equity firm is seeking to acquire a minority or majority equity position in a company that provides products or services related to food safety, certification, or compliance.

The firm seeks to partner with existing ownership and management and is prepared to play an active role in board level strategy and M&A activities. The firm differentiates itself from other private equity groups through its flexible approach to each investment, tailoring its investment structure, timeline, and ongoing role to fully align with existing owners and managers.

Investment Criteria

Specific criteria for investment are as follows:

- Products/services may include
 - Consulting
 - Inspections and certification
 - Testing and quality assurance
 - Systems and software to facilitate safety and compliance
 - Products utilized in food manufacturing to ensure food safety
- Geography
 - Continental United States or Canada
 - Slight preference for companies in the southern or central US
- Size
 - Enterprise value between \$30 million and \$300 million
 - Smaller companies will also be considered as potential future acquisitions

Deal Structure

- Minority or majority recapitalization providing a liquidity event for existing owners
- Material ongoing economic participation by existing owners or management

Contact

Frank Leibly, fleibly@alconpartners.com, 802-457-3512