



HARREN EQUITY PARTNERS ANNOUNCES CONTINUATION OF THE HARREN EXECUTIVE PROGRAM (“HXP”)

After successfully enhancing its HXP program several years ago, Harren seeks to expand the HXP initiative by increasing the number of operating executive partners participating in this endeavor. Harren will pay a \$100,000 referral fee to friends of our firm who introduce candidates to work alongside Harren and participate in HXP.

- HXP is a bridge between Harren’s goal of providing capital to acquire majority ownership of unique lower middle market companies and the goals of entrepreneurial operating executives (“Executive”) seeking a new or expanded leadership role.
- A core concept of the program is that Harren will pay a referral fee of \$100,000 for introductions by you or your colleagues to executives with whom we partner in a closed transaction. Your role would simply be to make a telephone or email introduction of a relevant executive to Harren. This introduction is the sole requirement for you or your firm to receive the \$100,000 fee. Essentially, the fee can be earned by referrers such as you simply by making a warm introduction through email.
- Importantly, please know that Harren will be responsive and professional in terms of its interactions with any executive that you refer.
- HXP combines Harren’s transaction resources, committed capital and a history of success with an Executive’s industry-specific relationships and operating experience to review acquisition targets and seek to generate post-closing growth.
- Together, the Executive and Harren will execute the HXP playbook which is to locate and acquire an initial platform company, improve and add scalability to operations and then build through organic growth and add-on acquisitions.
- The first step is assessing Executives just as we would have them assess Harren. Harren looks for creativity, experience, drive and an understanding that successful partnerships require regular maintenance. Harren seeks to partner with HXP Executives desiring a CEO role who fulfill three high-level criteria.
 - Industry focused “Subject Matter Expert” with strategic vision and relationships
 - Available time to commit to the HXP search and acquisition process
 - Prior P&L management experience at companies/divisions with revenue of > \$ 20 m



Harren is actively seeking referrals to Executives interested in the benefits of HXP. To learn more through a prompt discussion, please contact George McCabe at gmccabe@harrenequity.com.

Additional information regarding the approach and benefits of HXP can be found on the Harren website at http://www.harrenequity.com/pdf/Harren_Executive_Program.pdf

SEEKING NEW PLATFORMS AND ADD-ON ACQUISITIONS

Harren is a 20-year-old firm that continues to seek new platform companies on behalf of its current investment vehicle, Harren Investors III, with \$275 million of committed capital. Harren focuses on investment opportunities in the lower middle market, defined as companies with \$20 million to \$200 million of annual revenue. The firm invests in companies with \$5 to \$30 million of EBITDA in a broad range of industries including industrials/manufacturing, healthcare services, distribution, consumer products, business services and consumer services. Current add-on searches, focused on acquisitions with \$500 thousand EBITDA or greater, can be found here:

- [Current Harren Add-On Searches](#)

ABOUT HARREN

Harren Equity Partners is a Charlottesville, Virginia based private investment firm dedicated to the growth and development of industry-leading companies through the creation of strong partnerships with outstanding management teams. Harren's unique approach focuses on operational excellence and insightful strategic analysis, rather than financial engineering. The principals of Harren have significant operating experience and work closely with portfolio company management teams to continue to grow companies and improve profitability.

- [Harren Firm Overview](#)

For more information about HXP or Harren Equity Partners, please visit www.harrenequity.com or contact George McCabe at gmccabe@harrenequity.com.