



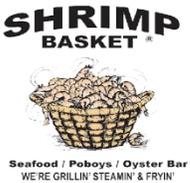
## Harren announces expansion of Harren Executive Program (“HXP”)

CHARLOTTESVILLE, VA, April 13, 2018 – After a successful testing and program enhancement process, Harren Equity Partners (“Harren”) is pleased to broadly launch its HXP initiative.

- 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 to make their future through equity ownership.
- HXP combines Harren’s transaction resources, committed capital and history of success with an Executive’s industry-specific relationships and operating experience to generate acquisition targets and 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.
- A variety of opportunities exist for HXP Executive candidates including one or more roles as CEO, industry-specific advisor, co-investor, deal finder or Board member.
- 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 (not applicable to HXP partners desiring a strategic advisory role only):
  - 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 with 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](mailto: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](http://www.harrenequity.com/pdf/Harren_Executive_Program.pdf)

	<p><i>“I worked with the HXP program to locate and acquire an exciting restaurant concept with the attributes I like to see in my own businesses. Using Harren’s deep bench of resources, together we found the Shrimp Basket opportunity. My job was to help the team understand the opportunity, mitigate the risks and validate the growth plan. Currently, I am a personal investor in Shrimp Basket and provide a strategic advisory role through my seat on its Board. HXP is a great framework for bringing together my industry experience, alongside Harren’s capital and resources, to find and grow a business.”</i></p> <p><b>Tim Petrillo, President, The Restaurant People Ft. Lauderdale, FL</b></p>
---	---

	<p><i>Following the sale of Camelot Schools in 2011, of which I was the CEO and largest individual shareholder, I took a shot at retirement. That attempt failed as I soon discovered that I wanted to remain involved in some capacity in the industry of providing services to at-risk youth. HXP was a perfect fit given Harren Equity Partners' focus on healthcare services, thesis and experience around the behavioral health sector and commitment to proactively seeking a platform investment in that arena. Together we locked arms, knocked on a lot of doors and eventually connected with a private company owner/operator who was seeking not only financial sponsorship, but partnership with a firm that brought both financial and strategic resources to the table. I'm delighted to be working with Harren and contributing to Health Connect as an active board member, strategic advisor and individual investor.</i></p> <p><b>John Harcourt, Board Member, Health Connect America Nashville, TN</b></p>
<p><i>Virginia Candle Company™</i></p>	<p><i>"When I was the CEO of Virginia Candle, I required capital to grow our business, buy-out a partner and to "take chips off the table" for personal diversification. I didn't want to take the risk of borrowing heavily to do so. During the five years after I partnered with Harren, we revamped and expanded to 7 production lines, developed our internal brands and acquired another, enhanced our team and grew revenues from \$ 15 m to \$ 45 m. We then sold the business to another private equity fund who subsequently sold it to Yankee Candle. HXP is a terrific program for business operators seeking the capital, experience and relationships required to accelerate the growth of a business"</i></p> <p><b>Charles Lunsford, former CEO, Virginia Candle Charlottesville, VA</b></p>

### Seeking New Platforms and Add-on Acquisitions

Harren 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: [http://www.harrenequity.com/pdf/Current\\_Add-on\\_Searches\\_2018.pdf](http://www.harrenequity.com/pdf/Current_Add-on_Searches_2018.pdf)

### 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.

For more information about HXP or Harren Equity Partners, please visit [www.harrenequity.com](http://www.harrenequity.com) or contact George McCabe at [gmccabe@harrenequity.com](mailto:gmccabe@harrenequity.com).