



ABOUT HARREN

Charlottesville, Virginia

2000

Partners have previously made over 50 investments in numerous industry sectors. Stable team currently investing its third fund.

LOCATION

FOUNDED

HISTORY

\$275^{MM}

5 - 7^{YEARS}



Committed Capital Fund

Targeted hold period

U.S.A. or Canada

CAPITAL

TIMELINE

GEOGRAPHY

Business Services, Healthcare Services, Industrials/Manufacturing, Consumer Products & Services

\$20 - \$200^{MM}

\$5 - \$30^{MM}

INDUSTRIES

REVENUE

EBITDA

ABOUT HXP

WHAT IS 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 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.

ARE YOU A FIT WITH HXP?

The first step is assessing Executives just as we would have them assess Harren. We look 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) :

1. Industry focused “Subject Matter Expert” with strategic vision and relationships
2. Available time to commit to the HXP search and acquisition process
3. Prior P&L management experience with companies/divisions with revenue of > \$ 20 million

WHAT ARE THE POSSIBLE ROLES FOR AN HXP EXECUTIVE?

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.

WHAT'S IN IT FOR THE HXP EXECUTIVE?

Wealth Creation	Opportunity to lead, or assist in, the process of creating equity value for themselves and investors while earning market based current compensation.
Success Fee	Earn a market rate success fee, typically using the Lehman Formula, for identifying a company that is acquired. Fee can be paid in cash, stock or combination.
Flexibility	Harren will not require exclusivity by the Executive.
Process Leadership	Spearhead a dedicated, multi-faceted transaction sourcing campaign funded by Harren.
Credibility	Gain credibility with a targeted seller due to Harren's 20-year history of acquiring businesses and availability of its \$275 million committed capital fund.
Closing Resources	Partner with a responsive, experienced team to close an acquisition by utilizing Harren's deep bench of transaction analysis, research, due diligence and lending resources.
Tools for Growth	After the transaction closes, work with the Harren team, and their external relationships, to grow the acquired company, improve operations and search for add-on acquisitions.

WHAT DO HXP PARTICIPANTS SAY?



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.

**John Harcourt, Board Member, Health Connect America
Nashville, TN**



"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"

**Charles Lunsford, former CEO, Virginia Candle
Charlottesville, VA**



Seafood / Poboyos / Oyster Bar
WE'RE GRILLIN' STEAMIN' & FRYIN'

"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."

**Tim Petrillo, President, The Restaurant People
Ft. Lauderdale, FL**