



Innovative Strategies & Creative Solutions

A premier investment banking and financial advisory firm, Statesman Business Advisors, LLC is dedicated to serving the needs of privately held companies operating in the middle-market. While our expertise and capabilities are extensive, we specialize in facilitating mergers and acquisitions and providing capital raising services across a breadth of industries. Additionally, our financial advisory services also include business valuations, restructurings, and strategic advisement – all backed by our deep transactional experience. Since our founding in 1995, Statesman has developed an exceptional reputation for helping get deals done, not get in the way. We offer more than just transactional experience and industry knowledge – we employ innovative strategies, creative solutions, and the special problem solving skills necessary to achieve superior results for our clients.

M&A Services

Our comprehensive M&A services focus on assisting sellers and buyers of middle-market companies to manage the unique issues involved in transferring the ownership of operating businesses. Building on our extensive experience with virtually all types of transactions, we work with each client to develop a customized plan designed to achieve their desired objectives while providing a level of attention and sophistication uncommon to the middle market.

Sell Side Representation

At Statesman, we seek to maximize value by creating a custom solution for every client. By implementing a cohesive, well-developed, and proprietary process tailored to each client's needs, we help owners of leading middle-market businesses execute their exit strategy at the right time and realize the best overall value. Whether the buyer is strategic or financial, domestic or international, a familiar name or a previously unknown entity discovered through our exhaustive search capabilities, we are with you every step of the way to ensure a properly structured and successful transaction.

Buy Side Representation

In buy side assignments, we work closely with acquirers of middle-market businesses to evaluate opportunities, develop target lists, prioritize contacts, negotiate structure, raise capital, close the transaction, and assist with post-acquisition integration. To ensure we meet your objectives and the transaction has the highest possible probability of increasing shareholder value, we apply a thorough analytical approach to every engagement.

Management Buyouts, Recapitalizations & ESOPs

Many transaction alternatives exist that allow shareholders to monetize a portion of their illiquid private equity and diversify their holdings, yet retain the ability to participate in future capital appreciation. MBOs, Recaps, and ESOPs can all provide unique opportunities for change, while offering an attractive measure of consistency to both shareholders and companies. At Statesman, we put our experience to work for you to assist in determining the feasibility of a transaction, developing an appropriate structure, negotiating the terms, and raising the necessary capital to drive a transaction to a successful conclusion.

Special Situations

Managing the sale of a distressed business requires a unique set of problem-solving skills and experience in dealing with lenders, creditors, and potential bankruptcy matters. Using a hands-on approach, we dig into the issues and determine the priorities and challenges that need to be addressed quickly and decisively in order to move forward. We thoroughly evaluate the strategic alternatives and commit the necessary resources to deal with the sudden changes that routinely occur during the course of a troubled transaction, allowing management to focus on operations and avoid potential pitfalls before they become deal killers.



Capital Sourcing

Broad Range of Capital Sources

Statesman has access to a broad range of capital sources providing senior debt, mezzanine debt, and equity. Our finance professionals have advised on numerous transactions and are highly experienced at sourcing appropriate capital to meet the needs of rapidly changing middle-market companies. We start each engagement by performing a comprehensive evaluation of the financing needs, determining capital structure alternatives, and assessing their impact on ownership, dilution, and debt capacity. We then create compelling placement memorandums, identify the right institutional lenders and investors, and assist with negotiations and closing documentation. Whatever the company's financing needs may be, Statesman can be a valuable resource in establishing the right financing relationships.

Senior Debt

Typical secured debt facilities include working capital revolvers, term loans, purchase order financing, contract financing, equipment loans and leasing, real estate loans, receivables factoring, sale-lease back transactions, and bridge financings. By leveraging our extensive relationships, we can identify the best solution for your financing needs.

Mezzanine Debt

Subordinated debt encompasses aspects of both debt and equity, creating a level of complexity that can be difficult for middle-market companies to evaluate without the benefit of transactional experience. Statesman's personnel are attuned to current mezzanine market expectations and are highly experienced in evaluating all facets of a mezzanine proposal. We work hand-in-hand with our clients to identify the best capital provider for their specific needs and ensure that the complexities of PIK interest, warrants, restrictive covenants, and inter-creditor agreements have been fully vetted for the best overall structure.

Government Credit Enhanced Loans

Statesman is the Southwest's leading packager and placement agent of government enhanced credit products targeted to small and middle-market businesses. During the past five years, we have assisted over 1,000 companies in successfully accessing government loan programs for expansion, working capital, equipment and real estate purchases, business acquisitions, debt restructurings and partner buyouts. There is no better resource to evaluate your company's eligibility for government loan products than Statesman.



Financial Advisory Services

Business Valuations & Fairness Opinions

We combine a comprehensive array of analytical tools, technical expertise, real-world experience, and a commitment to superior customer service in delivering well-documented financial analyses and valuation opinions for companies, both large and small, operating in a wide variety of industries. We routinely provide valuations for structuring buy/sell agreements, redeeming shareholder interests, reorganizing family businesses, estate planning and structuring ESOPs.

Restructurings

Companies facing unique circumstances and financial challenges can benefit tremendously by having an objective and experienced constituent in their corner to evaluate options. Statesman's vast experience in working with middle-market businesses, and the financial institutions that serve this market, make us uniquely qualified to assist our clients in the design and implementation of solutions specifically tailored to resolve issues in the most time effective manner and on the best terms available.

Strategic Advice

Throughout a company's life cycle, issues and opportunities arise where choosing the most appropriate strategic alternative can have a material impact on shareholder value. We apply our extensive experience to assist our clients in evaluating alternatives and making the best strategic decisions at critical points in their company's development. By combining keen financial insight with the knowledge gained from guiding multiple companies through serious challenges, as well as tremendous opportunities, Statesman can be an ideal strategic partner.

