

# ARCHELION CAPITAL PARTNERS

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www.ArcHelion.com  
phone 904-891-1044

## OVERVIEW

ArcHelion Capital Partners is a family partnership actively looking to acquire or to make a controlling investment in a Florida based company that is engaged in manufacturing, services, or distribution. Our preferred size is a business with EBITDA between \$750,000 and \$2.0 million.

We are conservative investors who focus on stability of performance and on the likely continuation of that performance. ArcHelion executives will assume the duties of the outgoing owner and pursue a plan to create long-term value.

We are interested in companies with the following key characteristics:

- history of stable, provable revenues and profitability coupled with measured growth
- diverse and repetitive customer base
- strong management team below the owner

Please review our investment criteria on the following page and contact us with any potential investments that conform to these criteria.

We will respond promptly, politely, and with complete confidentiality to all inquiries regarding potential acquisitions that fit our parameters, whether the companies are “officially” for sale or not. If appropriate, we will pay a finders fee upon completion of a transaction. If you have or know of a company that might be of interest, we look forward to hearing from you.

Jeff Broadhead  
904-891-1044  
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## INVESTMENT CRITERIA

<b>Type of Business</b>	Manufacturing, Service, or Distribution companies with the following key characteristics: <ul style="list-style-type: none"> <li>• History of stable, provable revenues and profitability coupled with measured growth</li> <li>• Diverse and repetitive customer base</li> <li>• Strong management team below the owner</li> </ul>
<b>Location</b>	The state of Florida (strong preference for the Palm Beach/Broward/Martin county area and the Duval/St. Johns county area)
<b>Preferred Size</b>	EBITDA (Earnings Before Interest Taxes Depreciation & Amortization) between \$750,000 and \$2.0 million. (Actual numbers NOT pro formas)
<b>Maximum Equity Investment from ArcHelion</b>	\$4.0 million
<b>Additional Equity Participants</b>	If appropriate, ArcHelion welcomes the equity participation of the current owner or outside investors. ArcHelion will require a controlling position, and any leverage in the transaction will be carried by the acquired company.
<b><u>NOT</u> INTERESTED IN</b>	<ul style="list-style-type: none"> <li>• Businesses heavily dependent on the current owner's personal relationships or technical expertise</li> <li>• Restaurants</li> <li>• Gas &amp; Convenience stores</li> </ul>

## MANAGEMENT

**JEFFREY T. BROADHEAD** along with Colin Cashel will spearhead all aspects of the investment process from the development of deal flow to the management of acquisitions. Jeff is a Managing Member of Mar-Tech Engineering, LLC in Jacksonville, FL and an Executive Vice President and Director of Northeast Florida Aircraft Maintenance, Inc. located on Craig Airport (CRG) in Jacksonville, FL. Previously, Jeff was an Executive Vice President of Airborne Data, Inc. – an aerial photogrammetric company; an investment banker in Merrill Lynch’s Project and Structured Finance Group; and an associate working in a variety of positions at the money management firm of Weiss, Peck & Greer, L.L.C. in New York City. Jeff has an MBA from Cornell University’s Johnson Graduate School of Management, and he has a BA in Economics from Florida Atlantic University.

**COLIN M. CASHEL** – bio forthcoming

**JAMES L. BROADHEAD** is the former CEO of FPL Group, Inc., a diversified holding company whose principal subsidiary is Florida Power & Light Company. Prior to joining FPL in 1989 as its CEO, Jim was president of GTE Telephone Operations. Previous to his association with GTE, he was president of St. Joe Minerals Corporation. He is a former director of New York Life Insurance Company, The Brink’s Company, and Delta Airlines. He is a former member of the Business Roundtable and the Business Council, and he is the past president of the Foundation for the Malcolm Baldrige National Quality Award. Jim has a JD from Columbia University Law School, and he has a bachelors degree in mechanical engineering from Cornell University.