



SELLING YOUR BUSINESS DOESN'T  
HAVE TO MEAN IT WILL END.

*Come in*  
*we're*  
**OPEN**

# SECURE, SAFE, PROTECTED.

I am not looking for a business to sell and break apart. I'm looking for a business I can carry on, and expand upon, the legacy created by the current business owner.

Every business owner pours their heart, sweat, and tears into their company for decades. These businesses provide the owners and their families with stability and safety, challenges and controversies, a platform to create jobs for neighbors and to give back to the community. There is so much more to a business than what it sells. I get that; I want that.

I thrive on the day-to-day challenges that face every business and attack them with passion and integrity. Whether it's growing sales, managing finances, improving profitability, mentoring employees, incentivizing a sales force, marketing a new product, or one of the many other demands placed upon a business owner, I am prepared and excited to engage these demands.

When the time comes for succession planning, owners are faced with a daunting task of transitioning their life's work to a new leader. Sadly, it isn't always possible to hand over the reigns to a family member or trusted employee; that's where I come in.

I was blessed to have grown up the son of an FDNY firefighter and NYC public school teacher - my parents were the ultimate role models of work ethic, community service, and humility. My goal is to apply those same values to a longstanding family business.

I want to purchase a business that I could one day hand on to my sons; I'm in this for the long haul.





# BETTER TOGETHER

We understand and respect that selling a business is one of the most important events in any business owner's career. At Toplands Capital, we hope to use our financial flexibility to tailor a deal that meets your personal, familial, and company objectives. We respect that all owners have individual interests and we can structure a transaction around those interests. Post-acquisition, I will step in to manage the day-to-day operations of the business, allowing you to transition out of the business or take a lesser role.

What are we looking for?

We are seeking to make a controlling investment in a profitable, private company with annual revenues of \$1 million - \$15 million located in the Greater Tri-state area. Prospective acquisitions will be evaluated based on the following criteria:

## SITUATION

Current owner seeking to transition out of management  
Current owner seeking a liquidity event  
Current owner seeking a lesser role at the company

## COMPANY

Strong market position  
History of profitability  
Dedicated, experienced employees  
Proven relationships with key customers  
Low threat of technical obsolescence

## FINANCIAL

Revenues of \$1 - \$15 million  
Owner's cash flow margins >10%

## INDUSTRY CHARACTERISTICS

High recurring revenues  
Low capex requirements  
Low business cycle exposure

While we continue to look for opportunities across industries that meet these criteria, we have particular interest in the following areas:

Manufacturing  
Wholesales and distribution  
Commercial, residential, and business services  
Food and consumer products



FOR THE NEXT GENERATION

# TOPLANDS CAPITAL

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## KEVIN O'CONNELL MANAGING PARTNER

Prior to founding Toplands Capital, I worked as a strategy consultant at L.E.K. Consulting. At L.E.K, I focused building my experience in customer analysis across a variety of sectors, including: retail & consumer products, media & entertainment, manufacturing, and packaging.

I spent the first six years of my career in the financial services industry; five of those years were with Morgan Stanley & Co., where I was responsible for developing strong client relationships with institutional investors across a variety of products.

I have an MBA from the Tuck School of Business at Dartmouth and a BA in Economics from Trinity College.

### OUR TEAM

Toplands Capital is advised by a diverse group of entrepreneurs, investors and operators who bring highly valuable experience to the team.