



# FALCON AFFILIATES



In the midst of challenging times, Falcon is moving ahead  
*While 2020 has been a year of unpredictability in the world, it has also been an exciting year of growth for Falcon Affiliates and our family of companies*

## Activity Update

We have been hard at work on company operations this year, welcoming two new CEOs and two new lenders to our portfolio.

### **Tidewater Fleet Supply**

- Dale Herold joined the company last November and became CEO in April.
- The Company re-financed its credit facility with 5/3 Business Capital in March.

### **Trilogy Communications**

- Bruce Deer was appointed CEO of Trilogy Communications in October after joining the company in April.
- Trilogy's re-finance with 1st Business Capital was completed in July.

## We are looking for new companies to partner with

### **Falcon Industrial and Business Services Focus**

Falcon is an active and engaged family office-based investor with a specific focus on Industrial and Business Services and Distribution companies. Our Target Areas include:

- Heavy-Duty Truck Parts & Services
- Mechanical Equipment Breakage
- Weighing, Measurement, Calibration
- Vehicle Collision Repair
- Environmental, Sanitation & Safety
- HVAC Repair & Maintenance
- Pool Services & Replacement Parts
- Pumps, Valves & Fittings (PVF)
- Facility Management Services
- Testing, Inspection, Compliance

Our Investment Criteria include:

<u>Company Size</u>	<u>Geography</u>
➤ Revenues \$25 - \$125 million	➤ Southeast
➤ EBITDA \$3 - \$15 million	➤ South
➤ No minimum for add-ons	➤ Mid-Atlantic
	➤ Texas
	➤ Midwest

**If you have any current and/or future opportunities that could be the right fit, or if you would like to learn more about Falcon, please contact us using the information below.**



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