



BURKE AMERICA
PRIVATE HOLDING COMPANY

ABOUT US

Burke America is a Chicago-based private holding company that acquires select businesses in niche manufacturing and distribution areas of the smaller middle-market. We seek out established businesses with excellent potential for long-term growth and improvement. Using our cross-industry experiences and solid capital base, Burke America helps companies move to the next level. Our achievements result from a passion, commitment, and enthusiasm for what we do.

OUR INVESTMENT FOCUS

Burke America seeks potential acquisitions that are established and growth-ready with \$10 to \$100 million in revenue, a manufacturing or distribution industry focus, and stable and strong cash flow. We look for businesses that have been profitable and well-performing over time, with a defensible market position and limited customer concentration. We like to focus on a few good companies rather than dilute our portfolio with too much diversity. And we enjoy the hunt.

TYPES OF INVESTMENTS

Burke America focuses on four types of potential acquisitions: **Generational Sales** Owners of family-operated and owned businesses often fear the company will suffer if they retire or sell. We work with retirees to facilitate this transition and offer security in the company's future. **Under-Managed Companies** Often niche businesses underperform due to a lack of capital, focus, or growth initiatives. We improve the performance and profits of such companies through our combined expertise. **Corporate Orphans** Being part of a larger corporation can hurt smaller middle-market companies — ownership cannot always provide adequate attention or support. We acquire such companies and provide them with what they need. **Industry Consolidation** When appropriate, we expand our stake in an industry through smaller add-on acquisitions.

TEAM

Burke America is strengthened by a group of seasoned operating executives and institutional partners who have built and run businesses from the ground up. They contribute significant capital and experience to our growth and management. Their distinctive skills at building insurance companies, running seed businesses, starting land development and real estate enterprises, leading manufacturing businesses, operating distribution companies, and founding publishing companies provide us with expertise across many sectors. They have a record of investing and supporting the growth of middle-market enterprises across the U.S. But most important, our partners do business the Burke America way — they get involved when needed, invest in people and products, and take a long-term approach to value creation.

Contact us to learn about Burke America's greatest sources of growth, our managers led by Bob Burke.