What It Means To Partner With The MFA Companies®

MFA is uniquely positioned to act as a trusted partner to privately held middle market companies in structuring, negotiating and executing merger and acquisition transactions. Our Investment Banking Practice works extensively with family-owned and closely-held businesses to assist them in everything from evaluating strategic alternatives and pursuing the best course of action to addressing personal wealth issues.

The sale of one’s business is a life-changing event for any shareholder – one that has profound personal and financial implications. At MFA, we combine deal strategy with your personal financial life goals by leveraging our in-house team of seasoned, multi-disciplinary financial advisors to guide shareholders through a successful transaction and toward a future of wealth preservation.

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Strategy & Approach

- Evaluate strategic alternatives
- Assess valuation ranges and transaction feasibility
- Consider alternatives to existing corporate and estate tax structures
- Initiate tax strategies
- Develop personal financial plan

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Negotiation & Close

- Collaborate with counsel in negotiating definitive documentation
- Finalize tax implications of negotiated deal structure
- Incorporate estate structure with investment management
- Close successful transaction

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Execution

- Prepare confidential information memorandum
- Research, identify, contact and initiate discussions with potential buyers/partners
- Solicit, analyze and negotiate preliminary offers
- Assess tax implications
- Manage due diligence process
- Initiate personal investment management strategy

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Transition from ‘Owner’ to ‘Investor’

- Maintain and update personal financial plan
- Provide ongoing investment and tax advice
Select Transaction Advisory Engagements

- Diamond Transportation ACQUIRED BY National Express
- Hydro Electric Power ACQUIRED BY Eagle Creek Renewable Energy
- ARC Capital ACQUIRED BY Southfield Capital
- VERTEX ACQUIRED BY Ebix Consulting
- Cutler Associates STRUCTURED A Management Buyout

- Intercity Home Care ACQUIRED BY Amedisys
- BushARI ACQUIRED BY Compass
- KOBACE ACQUIRED BY Cognizant
- Boreas Holdings ACQUIRED BY Inland Technologies
- Integra Companies ACQUIRED BY VWR

Investment banking services provided by MFA Capital Advisors. Securities transactions performed by MFA Securities (Member: FINRA/SIPC). Wealth management services performed by MFA Asset Management, an SEC-registered investment advisor.