

MEET TRAVIS BROWN

Travis Brown is an entrepreneur, investor, and executive leader with more than 20 years of experience building organizations, developing teams, creating strategic partnerships, and driving revenue growth.

Throughout his career, Travis has been entrusted with leading people and organizations through periods of growth and change. His experience spans privately held businesses, manufacturing, consulting, financial services, and mission-driven organizations, giving him a broad perspective on what it takes to build strong teams, deepen customer and partner relationships, and translate strategy into measurable results.

WHAT I'M LOOKING FOR

Travis is seeking to acquire one exceptional established business and continue building upon the foundation created by its current owner.

	GEOGRAPHY	Michigan preferred, select Great Lakes markets considered
	EARNINGS	\$1M to \$2M normalized EBITDA preferred, \$750K+ selectively
	OWNERSHIP	Majority or controlling interest
	BUSINESS PROFILE	Established, consistently profitable company with durable customer demand
	REVENUE QUALITY	Recurring or highly repeatable customer revenue preferred
	CUSTOMERS	Diversified customer base and strong, long-standing relationships
	PEOPLE & OPERATIONS	Strong employees and existing management infrastructure preferred
	CAPITAL REQUIREMENTS	Low to moderate ongoing capital needs preferred

LEADERSHIP & GROWTH EXPERIENCE



\$6.5M+ SECURED IN A SINGLE YEAR

Led fund development efforts that generated more than \$6.5 million in support for organizational growth and investment, including multiple seven-figure commitments.



30+ PROFESSIONALS LED

Led and scaled a 30+ person regional team, with responsibility for performance, talent development, client relationships, and execution.



ENTREPRENEUR & BUSINESS OWNER

Founded and operates a consulting practice focused on helping organizations and leaders pursue growth, strengthen relationships, and execute strategic priorities.



MANUFACTURING OWNERSHIP & SUPPLIER PERFORMANCE EXPERIENCE

Minority owner of a manufacturing group operating two aluminum casting foundries and machine shops, with experience in business development, financial planning, budgeting, and operational performance. Also involved with a consultancy that works with OEMs to identify, stabilize, and resolve challenges with troubled suppliers, helping protect continuity and strengthen supply chain performance.



EXECUTIVE & BOARD-LEVEL PERSPECTIVE

Has worked with senior executives, boards, business owners, community leaders, and institutional partners on growth, strategy, governance, capital, and organizational priorities. Travis has also served in board chair, treasurer, and advisory board roles.

A DIFFERENT KIND OF BUYER



PRESERVE WHAT WORKS

A successful business represents years, often decades, of an owner's work, relationships, reputation, and sacrifice.



INVEST IN PEOPLE

Employees carry much of a company's institutional knowledge and customer trust.



BUILD FOR THE LONG TERM

The goal is not to acquire a company, make short-term changes, and quickly resell it.



PROVIDE FLEXIBLE LEADERSHIP

Open to serving as CEO where his leadership is the best fit or working with an experienced management team when continuity better serves the company.



GROW THOUGHTFULLY

Build on a company's existing strengths, not replace the formula that already made it successful.

INDUSTRIES OF INTEREST

Essential B2B Services • Testing, Inspection & Compliance • Industrial & Manufacturing Services
Specialty & Value-Added Distribution • Commercial Facility & Environmental Services
Durable Business Services

Industry matters less than business quality. The priority is an enduring company with healthy economics, strong customer relationships, capable employees, and a defensible position in its market.

FOR BUSINESS OWNERS

Selling a business is about more than a transaction.

For many owners, it means choosing who will become responsible for employees, customers, relationships, and a reputation built over many years.

Travis approaches those conversations personally, confidentially, and with respect for what the owner wants the next chapter of the business to look like.

Whether an owner is actively considering a transition or simply beginning to think about succession, the first conversation does not need to be about valuation or deal terms. It can simply be a conversation about the business, its future, and whether there may be a fit.

LET'S START A CONFIDENTIAL CONVERSATION



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