



Cortland Advisors, LLC

Mergers | Acquisitions | Consulting

CORPORATE CAPABILITIES



CORTLAND ADVISORS

Cortland Advisors, LLC is an international mergers and acquisition advisory and consulting services firm specializing in businesses valued between \$10MM and \$75MM. Founded in 2013 by Ken Taormina, Cortland provides services throughout the North American marketplace with operational hubs in Mid-Atlantic, Southeast and Southwest regions.

Led by CEO, Adrian Logue, Cortland's senior team is comprised of former CEOs, CFOs, CIOs and senior counsel from Fortune 500 companies and government.

What separates Cortland Advisors from its competition is that our team is comprised of senior executives. They are former business owners and operators who have successfully built and sold businesses in a variety of industries around the world.



THE MISSION

CREATE REAL VALUE for business owners through a proven process, deep expertise and operational know-how.

SUCCESSFUL EXIT defined by real company valuation and transfer of business equity to actual owner wealth.

CONNECT with trusted partners to help navigate the financial, legal and personal planning implications of a viable transaction.

SOURCE only qualified suitors through our network of strategic and financial institutions.



OUR COMMITMENT

While Cortland Management and Advisors have worked on over 300 M&A transactions over the last three decades, many of our clients are acquiring another business or selling their own business for the first time. Therefore, we will:

EDUCATE our clients through each step of the buy and/or sell process.

CONNECT our clients to the right third-party professionals who add legal, financial, and wealth expertise to the deal process.

INTRODUCE only the most qualified suitors to our clients.

QUALITY We do not compromise when it comes to professionally representing our clients.

FOCUS on fulfilling client expectations.

PROFESSIONAL We treat every client and partner relationship with respect through communication and accountability.

ETHICAL We will make all decisions and offer advice based on the highest ethical standards.

RESPECT We garner respect from all those we interact with whether our clients, partners, or colleagues.

SUCCEED We measure outcomes by the satisfaction of our clients and partners. We win together.

DRIVING VALUE AND MAXIMIZING THE SALE



PRE-SALE CONSULTING

- Conduct Pre-deal Strategic Planning
- Operational Infrastructure Evaluation
- Exit Readiness Assessment
- Sales Pipeline Review
- Financial And Accounting Preparedness
- Valuation Services
- Board Officer Development
- Executive & Management Coaching

TRANSACTION SERVICES

- Thorough Business Marketing Strategy
- Targeted Buyer Introductions
- Manage Suitor Expectations And Negotiations
- Guidance Regarding Offers And Deal Structure
- Pre- And Post-merger/Acquisitions Support
- Identify Acquisition Targets & Financial Sponsors
- Approach Selected Buyer List
- Due Diligence & Business Assessments

CHANNEL PARTNERS AND ALLIANCES

Additionally, Cortland has established over 80 partnerships in accounting, legal and wealth management, Cortland is equipped to assist its buy- and sell-side clients from end-to end in M&A.

INDUSTRY EXPERTISE

GOVERNMENT CONTRACTING



AEROSPACE & DEFENSE



TECHNOLOGY



MEDIA/ ENTERTAINMENT



ENGINEERING



ENERGY



HEALTHCARE



TRANSPORTATION



COMMERCIAL CONSTRUCTION



WHY CORTLAND

- What our clients say about us after the transaction is more important than why they engaged us in the first place.
- We pride ourselves on having a professional reputation for “doing it right” with ethical business practices. There is no rush to make a bad deal.
- We are former executives and operators who have built, grew, and sold companies from the inside.
- We focus on educating, guiding, and advising clients with their interests top of mind.
- Our team of experts have done many deals but understand and respect this may be new to you.
- We excel at exit readiness and understand that it involves more than simply wanting to sell.
 - We understand that growth readiness is more than simply wanting to buy.
- We bring a deep knowledge of the market with the ability to summon a broad array of subject matter experts.
 - We have our finger on the pulse of the Institutional Investor community and understand what matters to buyers.

TRANSACTIONS



Was assisted by
Cortland Advisors, LLC
in its sale to JF Petroleum Group.



February 2022



Project Highlander *Management Consulting*

Has retained



Cortland Advisors, LLC
Mergers | Acquisitions | Consulting

For Management Consulting Services

January 2022

Project Colossal *Amusements & Entertainment*

Has retained



Cortland Advisors, LLC
Mergers | Acquisitions | Consulting

For M&A Services

December 2021



was assisted by
Cortland Advisors, LLC
in its recent sale to GovExec.



September 2021



Project Blue Line *Landscaping & Irrigation*

Has retained



Cortland Advisors, LLC
Mergers | Acquisitions | Consulting

For M&A Services

March 2021

Project Core *Construction*

Has retained



Cortland Advisors, LLC
Mergers | Acquisitions | Consulting

For M&A Services

November 2020

Project Skyward *Construction Equipment*

Has retained



Cortland Advisors, LLC
Mergers | Acquisitions | Consulting

For M&A Services

June 2020

Project Accelerate *Government Contracting*

Has retained



Cortland Advisors, LLC
Mergers | Acquisitions | Consulting

For M&A Services

November 2020

Project Church *Government Contracting*

Has retained



Cortland Advisors, LLC
Mergers | Acquisitions | Consulting

For M&A Services

August 2020

Project Alex *Government Contracting*

Has retained



Cortland Advisors, LLC
Mergers | Acquisitions | Consulting

For M&A Services

October 2020

ARCLINE

Has acquired



October 2019



Project Leesburg *Government Contracting*

Has retained



Cortland Advisors, LLC
Mergers | Acquisitions | Consulting

For M&A Services

August 2018

Project Gator
Steel Fabrication

Has retained



Cortland Advisors, LLC
Mergers | Acquisitions | Consulting

For M&A Services

November 2018

THE *McLaughlin*
GROUP

Was assisted by Cortland Advisors, LLC to secure a television distribution deal with American Public Television.



September 2019



Cortland Advisors, LLC
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THE *McLaughlin*
GROUP

Was assisted by Cortland Advisors, LLC to secure a syndicated podcast distribution deal with Westwood One.



September 2019



Cortland Advisors, LLC
Mergers | Acquisitions | Consulting

THE *McLaughlin*
GROUP


Was assisted by Cortland Advisors, LLC to secure a broadcast distribution deal with Maryland Public Television.




May 2019




Cortland Advisors, LLC
Mergers | Acquisitions | Consulting




Has acquired




May 2019




Cortland Advisors, LLC
Mergers | Acquisitions | Consulting

avtex 
the point of interaction™

Has acquired



February 2019



Cortland Advisors, LLC
Mergers | Acquisitions | Consulting



Has acquired



October 2018



Cortland Advisors, LLC
Mergers | Acquisitions | Consulting

Private Investor

Has acquired



June 2018



Cortland Advisors, LLC
Mergers | Acquisitions | Consulting

Aurea

Has acquired



Aurea

Has acquired




DIGITALBRIDGE
COMMUNICATIONS

Has acquired




intercom
consulting & federal systems

Has acquired




intercom
consulting & federal systems

Has acquired



Redgate
Communications
Corporation

Has been acquired by



Belcan

Has acquired



Pulse Secure

Has acquired



LEADERSHIP CLIENTS CAN TRUST

EXECUTIVE TEAM

Cortland's Executive Team team of senior business professionals have worked on over 300 M&A deals globally over the last 35 years developing deep backgrounds in international, commercial, government and financial sectors.

Cortland brings an array of industry experts with operational, financial, market creativity and knowledge based on front-line experience.



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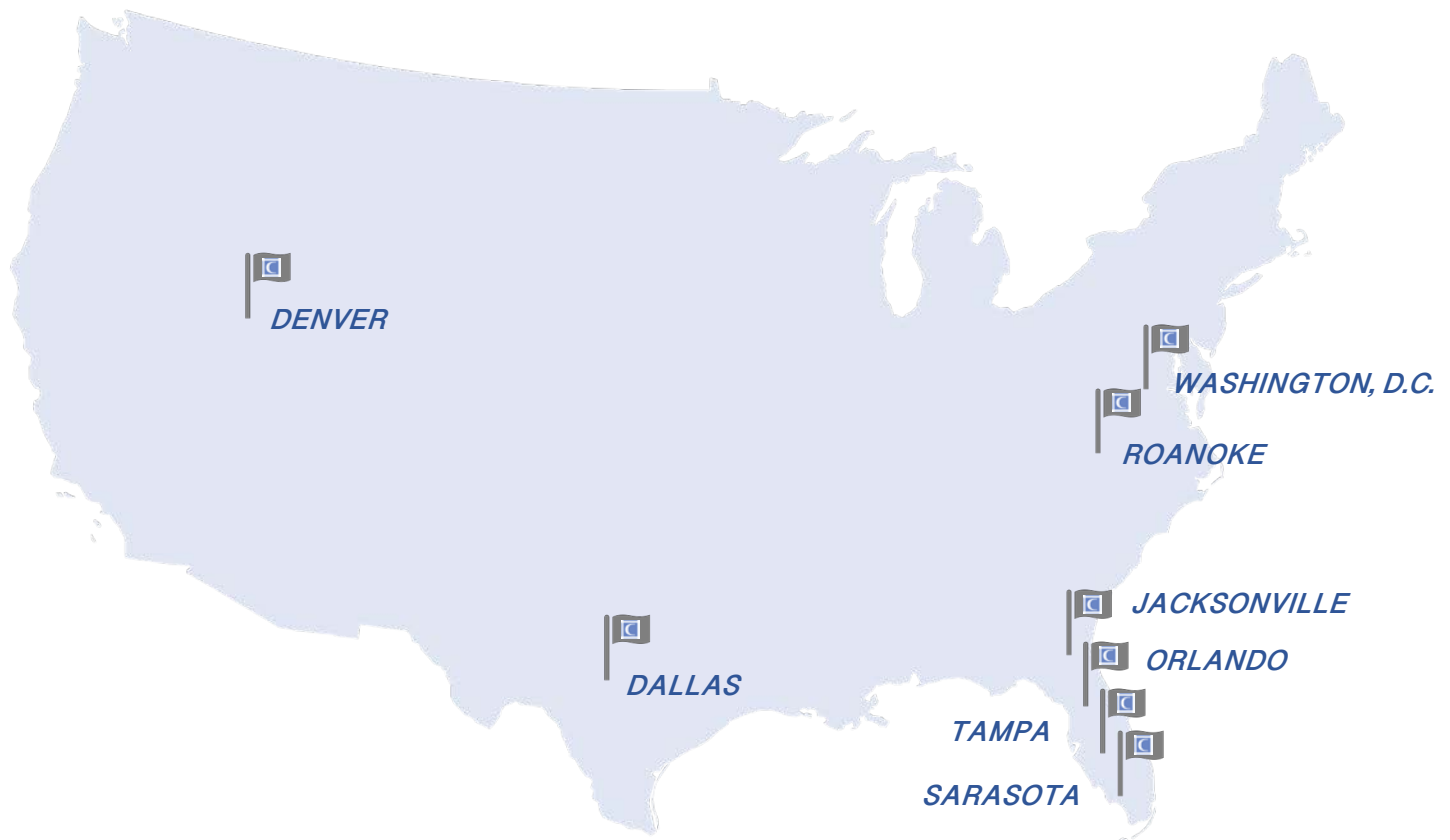
EXPERIENCED IN ALL PHASES OF M&A TRANSACTIONS

ADVISOR NETWORK

Our network of Managing Directors and Advisors covers three regions in the United States who identify, find and manage transactions in support of Cortland's buy- and sell-side clients.

Our advisors bring a wealth of experience as former corporate officers, operators, and senior professionals, who work closely with clients to help facilitate transactions.

Cortland continually adds to our team of Advisors as the firm expands widening our industry reach and ability to support our clients in all areas of M&A transactions.





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