



SEARCH INVESTMENT GROUP



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Our Team

Partners



Jordan Carter
Partner

Jordan Carter is the CEO of B&A Group, a municipal government grant research, grant writing, grant management, and software company acquired through a self-funded search. Jordan previously worked with former Secretary of the U.S. Navy, John F. Lehman, to acquire, improve, and grow aerospace, defense, government services, and technology companies. Jordan worked on multiple platform acquisitions and helped the firm achieve a substantial exit on the Drew Marine Global Holdings investment. Prior roles include Advisor to the CEO of a private healthcare company, Private Equity Portfolio Company Operations at Centerbridge Partners, Private Equity Investor at J.F. Lehman & Company, and Mergers and Acquisitions Analyst at Centerview Partners and UBS Investment Bank. Jordan received a Master of Business Administration from Wharton Business School and a BS in Economics from Southern Methodist University. He serves as an officer in the U.S. Navy Reserve and as a Director of the SMU Cox Alternative Asset Management Center Advisory Board.



Robert Graham
Partner

Robert Graham is the CEO of Pillar Health Group, a group of healthcare companies acquired through a self-funded search. He is also an investor in multiple other search/PE deals. Previously, Robert was a Vice President at The Sterling Group, a private equity firm that focuses on investments in services, manufacturing, and distribution businesses. At Sterling, Robert worked on multiple acquisitions and helped lead the roll-up of Construction Supply Group, the 2nd largest distributor of specialty construction supplies in the United States. He also served on the board of Specified Air Solutions, a \$150M diversified manufacturer of HVAC equipment. Prior to Sterling, Robert was a Product Line Manager for two product lines at Eaton Corporation, a role in which he had P&L responsibility for a \$50M business unit. Robert received a Master of Business Administration from Harvard Business School, a BS in Industrial Distribution from Texas A&M University, and was an Eagle Scout.



Aaron Blick
Partner

Aaron Blick is the President of Pillar Health Group, a group of healthcare companies acquired through a self-funded search. He also manages Pegasus, a family office with investments in multiple private companies and search funds. He has over 10 years of professional management experience and a business development background in multiple healthcare industry spaces. As a partner, principle, developer and entrepreneur, Aaron has successfully started, acquired, expanded and sold over 12 companies in the healthcare industry. Aaron currently owns and operates a chain of physical therapy clinics spread across major metropolitan areas in Texas and Louisiana. Aaron received a BA from Texas A&M and a MA from Fuller Seminary.



Why SIG

Our Goal

Search Investment Group (SIG) was founded by successful searchers-operators and investors who combined resources, experience, and networks to support the self-funded search community.

SIG partners with self-funded searchers for one goal – to dramatically improve the searcher’s odds of success, minimize the risks of a failed search, and enable the searcher to own and maintain majority control of their own company.

Dramatically Improve the Odds of Your Success:

While every searcher who comes on board with SIG has unlimited access to all members of our team, each one will be assigned a dedicated partner who will provide regularly recurring direct support starting from the search kickoff all the way to closing and through the years ahead of your operating phase.

Along the road to closing, our team will provide support in the form of deal sourcing and evaluation, internship support, LOI development, deal negotiations advisory, due diligence provider arrangements and special terms, equity capital raise support with pre-qualified self-funded search investors, and direct investment from SIG partners.

2 / 3

of searches end in “failure”¹

1 / 2

of small businesses “fail” within 5 years²



Support We Provide

Pre-LOI

- **Deal Sourcing** - broker and investment banker lists and deal flow
- **Internship Support** - recruiting and hiring taken care of
- **IOI, LOI** - the best templates available, with drafting support provided
- **Letters of Confidence** - confirm the ability to fund a transaction
- **Modeling Support** - LBO modeling templates, training, and support
- **Due Diligence** – introductions to key partners and guidance on strategy

Post-LOI

- **Direct Investment** –SIG partners seek to directly invest into your deal
- **3rd Party Diligence Services** - QofE, Legal, Tax, Benefits, Insurance, others
- **Deal Documents** – purchase agreement templates, drafting, and negotiating
- **Investors** – warm introductions to our pre-qualified self-funded search investors
- **Streamline your Capital Raise** and keep focus on closing your deal


2.4x

Searchers with partners are significantly more likely
to achieve over 5x returns ¹



How SIG is Different for Self-Funded Searchers

We believe the **searcher-operator should maintain the greatest independence and control** while receiving all the benefits of a **deep network** of strategic support, access to a wide range of resources, institutional-level **credibility with intermediaries**, and the **strength of committed capital**.

	 SEARCH INVESTMENT GROUP	Self-Funded Search	Traditional Search	Search “Accelerator”
Searcher’s Equity Ownership	✓ 60.0%–80.0% owned by Searcher (secured foundation of support yields better economics)	<ul style="list-style-type: none"> 50.0%–80.0% owned by Searcher (deal-dependent and riskier) 	<ul style="list-style-type: none"> 8.3%–25.0% owned by Searcher 	<ul style="list-style-type: none"> 8.3%–25.0% owned by Searcher
Management Control	✓ Searcher keeps majority control.	<ul style="list-style-type: none"> Searcher keeps majority control. 	<ul style="list-style-type: none"> Searcher loses control. 	<ul style="list-style-type: none"> Searcher loses control.
Diligence and Capital Raising Support	✓ High and customized to provide critical support at the right time.	<ul style="list-style-type: none"> None. Time and effort spent on fundraising instead of deal diligence. 	<ul style="list-style-type: none"> “Hands off” approach. 	<ul style="list-style-type: none"> You are one within a “class” of searchers getting shared support.
Credibility with Sellers, Intermediaries, and Investors	✓ Strong backing from well-funded investor group.	<ul style="list-style-type: none"> None. Intermediaries will not show you the best deals. 	<ul style="list-style-type: none"> Strong backing from well-funded investor group. 	<ul style="list-style-type: none"> Strong backing from well-funded investor group.
Restrictions on Deal Selection	✓ Unlimited (\$1 million – \$10 million+ purchase price)	<ul style="list-style-type: none"> Limited by the (unknown) amount of capital you can raise. 	<ul style="list-style-type: none"> Limited by the desires and portfolio diversification of your search fund investors. 	<ul style="list-style-type: none"> Limited by the desires and portfolio diversification of your search fund investors.

Portfolio Companies

In 2019 and 2020, SIG successfully acquired the inaugural companies. Each acquisition was led by a member of SIG and financed by the group's committed capital in addition to capital sourced from SIG's network of investors.

Pillar Health Group



Robert Graham
Owner, CEO



Aaron Blick
Owner, President

Pillar Health Group is one of the largest providers of in-home personal assistance, skilled nursing, wound care, pain management, disease and medication monitoring, and hospice services, as well as other types of care to the Dallas, Texas metro area.

The business has a patient census of just over 500 (51% MCO, 29% Medicare, 20% Medicaid) that is served by 350 employees, the vast majority of which are licensed nurses or personal assistants. The business maintains an impressive 4.0 star rating from Medicare



B&A Group



Jordan Carter
Owner, CEO

B&A is a municipal government grant research, grant writing, grant management, and software company. The client base is comprised of cities, counties, councils of governments, special districts, water departments, police departments, and fire departments across the United States.

B&A has consistently served local municipal clients for over 20 years. B&A has achieved a consistent track record of Return on Investment (ROI) across all clients of between \$25 and \$70 for every \$1 spent on B&A services. B&A has a proven track record of development of more than 1,200 grant proposals worth \$2 billion in grant value over the past 20 years. B&A also proprietarily developed BGAPS – a full-featured grant and project management software-as-a-service system – to its select clients.



Other Active Investments

American Patrols

American Patrols was acquired in 2019 using the search fund model. is a leading aerial pipeline and production field inspection company. The business was founded in 1987 and is headquartered in Midland, Texas. American Patrols takes pride in its mission to protect the environment, preserve customer revenue, and minimize cleanup costs.



Triton Physical Therapy

Triton a growing chain of physical therapy clinics with common ownership. Triton's network includes 8 total outpatient physical therapy clinics spread across Texas and Louisiana, with presence in the Houston(3), DFW, and Northern Louisiana metropolitan areas. Triton's primary focus is on high-to-middle income professionals and athletes. 90%+ of Triton's patients are private payers.



Art Recovery Technologies and Electronic Restoration Services of Indiana

Art Recovery Technologies and Electronic Restoration Services of Indiana serve their customers with the most robust restoration services in the country. The Company recovers and restores electronics, art, and documents after fire, smoke, water, and vandalism damage in both the residential and commercial claims markets.



AH1 Holdings

AH1 Holdings is an independent distributor that sells and delivers fresh produce, frozen meats, and dry goods. The company was founded in 1998 and services over 300 different customers in the Austin, TX metropolitan area, its primary market.



Q&A



Next Steps

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