BPCA M&A ADVISORY

A trusted partner for the sale of the business you built

We advise founder-operated and family-owned businesses across the Western United States, from first conversation to close.

70+	$2.5B+	60+
CLOSED TRANSACTIONS	VALUE OF TRANSACTIONS CLOSED	YEARS OF COMBINED EXPERIENCE

How we work

Your goals come first

Price matters. So do continuity, your team and your timeline. We build the process around all of it.

The right process for your business

No two sales are alike. We choose the approach and carefully select the buyers that fit your goals, so you can compare real options.

One coordinated team around you

Your attorney, accountant and wealth manager are involved from the start. If you don't have that team yet, we help you build it.

Senior partners, from start to finish

You work directly with our senior team from first conversation to close. Your deal is never handed off.

What we do

Sell-side M&A / Business Sales
A disciplined sale process for owners who want full liquidity.

Recapitalizations
Take some chips off the table while staying involved.

Growth Capital
Raise capital from the right partners to fund growth.

Buy-side M&A / Acquisitions
Find, evaluate and negotiate acquisitions that fit your strategy.

Transaction Services
Support through diligence, documentation, and closing.

Industry experience

Aerospace	Automotive
Building Materials	Business Services
Distribution	Food Processing
Manufacturing	Professional Services
Software	Technology Services

> "Working with BPCA to sell my company felt like a true partnership. During the process I always felt that BPCA was advocating for my goals, rather than pushing to get a deal completed."
>
> **KD Nygaard**, Founder, Sara

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How a sale works

A clear path from first conversation to close. Most engagements follow these five stages.

1

Know your value, define your goals

We start with a valuation, so you know what your business is worth in today's market. Then we define what you want from a sale beyond price, and prepare the materials buyers will need.

2

Build your deal team

Your attorney, accountant and wealth manager are part of the process from day one. If you don't have that team in place yet, we help you build it.

3

The right process, the right buyers

No two processes are alike. We choose the one that fits your business, and confidentially contact carefully selected strategic and financial buyers to build real competitive interest.

4

Negotiate the right deal

We help you compare offers on price, structure and fit, and negotiate terms that hold up through closing day.

5

Diligence and close

We manage buyer diligence and keep the deal on track. We work with your attorney on the legal documents and with your accountant and wealth manager on tax and planning.

> "They expertly managed a disciplined, competitive process from beginning to end. Their experience and judgment were evident at every stage, and they made what could have been a difficult and distracting process remarkably manageable."
>
> **Paul Griff**, Co-Founder, Mosaic

Businesses we work with

SIZE	OWNERSHIP	SITUATION	LOCATION
EBITDA: $1–10M Valuation: $10–100M	Founder owned & operated Family owned	Continuity & expansion Owner transition	Pacific Northwest & Western U.S.

For attorneys, accountants and wealth managers

Have a client considering a transaction? We bring you into the process from the start and work alongside you throughout.

For referral partners

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In their words

From owners who have sold their businesses with BPCA.



"I didn't want a drawn-out transition period where a buyer was acquiring my time for the next three years — I wanted a clean handoff. That meant the deal itself had to be built around that goal from the outset, not negotiated as an afterthought. From our first conversations, BPCA made that goal central to how they ran the process. I would absolutely recommend them to any business owner looking for a partner."

Eric Watson, Founder, IVOXY Consulting — **Read the press release**



"I had the pleasure of trusting the sale of our 50-year-old business to Greg and Pitt of BPCA. They came alongside my management team and me to understand the value of our company, as well as what really mattered to us as individuals, allowing us to find the right buyer at the best price. The price and terms we negotiated held up through closing day, and the deal ultimately exceeded our expectations."

Paul Von Goedert, President, JLA Supply — **Read the press release**



"Selling a company that was built over a decade was a weighty decision. It involved many unfamiliar dynamics and concepts. At all times I was able to rely on Jason and BPCA to explain things to me and to provide needed perspective as to how my particular scenario compared to industry norms and common practice."

Joe Tansy, Founder, School Data Solutions — **Read the press release**

Selected transactions

TECHNOLOGY
IVOXY Consulting

DISTRIBUTION
JLA Supply

SERVICES
Mosaic Salon & Spa

SOFTWARE
School Data Solutions

DISTRIBUTION
WIT

SOFTWARE
Sara

BUILDING
Accents & Interiors

CONSUMER
Baratza

Thinking about what comes next for your business?

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