

Register Now

MBBI Chicago Event
March 6, 2018 | 5:00 to 7:00 PM
The Drake Hotel
23010 York Road
Oak Brook IL 60523

**MBBI Wisconsin Event
Social Event**
March 22, 2018 | 4:30 – 7:00pm
Green Bay Location
To Be Determined

MBBI Annual Golf Outing
July 10, 2018
Hawk's View Golf Club
Lake Geneva, Wisconsin



MBBI Newsletter February 2018 Recap: January Conference Family Business Transactions

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MBBI 2018 President | Ray Horn
Partner, Meltzer, Purtil & Stelle LLC

Ray Horn concentrates his practice of law in the areas of mergers and acquisitions, contract negotiation, drafting and review, owner strategic planning through buy-sell agreements, business fractures, and secured lending. With respect to M&A, Ray has worked with numerous closely-held companies on various aspects of acquisition and sale transactions including with respect to purchase and sale agreements, restrictive covenant agreements, and consulting and employment agreements.

On January 23, MBBI hosted a very successful 2018 Annual Conference at The Drake, in Oakbrook, Illinois. The event drew over 90 attendees and featured valuable and thought-provoking insight from our keynote speakers, Dennis Kessler, and Bruce Werner, as well as opportunities for networking throughout the event. The event also featured an excellent market summary from Dr. Craig Everett of Pepperdine University and excellent panel discussions which included engaging perspectives drawing on the experiences of sellers as well as private equity and family office representatives.

Congratulations to all of this years Award Recipients listed on Page Two!

The conference served as a strong kickoff to what I believe will be an exciting year for MBBI and its members. I encourage you to become involved in one of MBBI's vibrant committees – your involvement will not only assist the organization to grow and develop but will also provide an opportunity to network with MBBI's many dedicated and talented members. Please feel free to contact me, a Board member or one of MBBI's administrators at info@mbbi.org and we will gladly assist you.

Thank you for your support of this very successful Annual Conference and MBBI in general. I am honored to serve as President for MBBI this year and look forward to working with you for a very successful 2018.

Sincerely,
Raymond J. Horn III
Meltzer, Purtil & Stelle LLC
1515 E. Woodfield Road, Suite 250
Schaumburg, Illinois 60173-5431
(847) 330-2430

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The Midwest Business Brokers and Intermediaries (MBBI) association offers educational meetings, conferences and events to assist members in achieving and maintaining the highest levels of professional standards and qualifications. MBBI is comprised of business brokers, M&A intermediaries, investment bankers, attorneys, accountants, bankers, SBA lenders, valuation service providers, individual buyers, private equity groups, wealth managers and corporate buyers who collaborate to create the most valuable experience for respective clients. The united effort of educated professionals insures the highest standards, ethics and efficiency when buying, funding, and selling small and medium-sized businesses.

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Award Winners at the 2018 January Conference

President's Award-First Time Two Years' Service
 Thomas Meyer | Centrust Bank

Member of the Year Award
 M. Jay Heilbrunn | The Distributor Board LLC

Largest Transaction-Collaboration Award – Clear Distinction Crystal Award

Markus May Terry Kennedy Jeff Smiejek	May Law Firm LLC Kennedy Law Group, referring attorney Porte Brown LLC, accountants for Seller	Security Alarm Company Deal Security Alarm Company Deal
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Most Deals Closed – Clear Distinction Crystal Award

Markus May Darrell M. Butler	May Law Firm LLC Billow Butler & Company, LLC	
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Largest Transaction – Main Street Deals – Clear Distinction Crystal Award

Markus May Colleen Healy	May Law Firm LLC, Attorney for Buyer Clingen Callow & McLean, LLC, Attorney for Sellers	Rainmakers Irrigation Deal Rainmakers Irrigation Deal
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Collaboration Award – Members-Clear Distinction Crystal Award

Eric Dunn Eric Lundstrom Tom Meyer Michael Vaccarella Helmut Gerlach Gregory Lafin Andrew Kelleher Gregory Lafin Ray Horn Markus May Terry Kennedy Jeff Smiejek	Focus Capital Advisors, Inc. Broker Focus Capital Advisors, Inc. Broker Centrust Bank Lender Wipfli LLP Buy Side Due Diligence Kelleher & Buckley, LLC Attorney for Buyer BKD Corporate Finance, LLC Advisor to Seller Kelleher & Buckley, LLC Advisor to Seller BKD Corporate Finance, LLC Advisor to Seller Meltzer Purtill & Stelle LLC Attorney for Seller May Law Firm LLC Attorney for Seller Kennedy Law Group Referring Attorney Porte Brown LLC Accountants for Seller	Sale of AWMCO Sale of AWMCO Sale of AWMCO In-Pipe Technology LLC Transaction In-Pipe Technology LLC Transaction M&R Ground Effects, Inc. M&R Ground Effects, Inc. Certify Nation, LLC Certify Nation, LLC Security Alarm Company Deal Security Alarm Company Deal Security Alarm Company Deal
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Collaboration Award – Sponsors-Clear Distinction Crystal Award

	BKD Corporate Finance, LLC Kelleher & Buckley, LLC BKD Corporate Finance, LLC Kelleher & Buckley, LLC BKD Corporate Finance, LLC Meltzer Purtill & Stelle BKD Corporate Finance, LLC Meltzer Purtill & Stelle Focus Capital Advisors, Inc. Centrust Bank Focus Capital Advisors, Inc. Centrust Bank	M&R Ground Effects, Inc. M&R Ground Effects, Inc. Certify Nation, LLC Certify Nation, LLC Sale of AWMCO Sale of AWMCO
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Largest Transaction Not Involving a P|E Group– Clear Distinction Crystal Award

Bart J. Loethen John Arbogast	Synergy Law Group, L.L.C. Attorney for Seller Synergy Law Group, L.L.C. Attorney for Seller	AS Solution Sale to SOS Security LLC AS Solution Sale to SOS Security LLC
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Largest Transaction Involving a P|E Group– Clear Distinction Crystal Award

Bart J. Loethen Arthur E. Mertes	Synergy Law Group, L.L.C. Attorney for Seller Synergy Law Group, L.L.C. Attorney for Seller	Mobile Bidding Platform Company Sale to PE Portfolio Company Mobile Bidding Platform Company Sale to PE Portfolio Company
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