



Belden Hill

PARTNERS LLC

Investment Banking Services for Family Businesses

Consulting

Corporate Finance

Mergers & Acquisitions

Belden Hill Partners provides a full range of middle market consulting and investment banking advisory services to help business owners grow the value of their businesses and achieve their goals for shareholder liquidity, while maintaining control of their companies and strengthening the bonds of their shareholder and family relationships.

Full Service Advisory Firm

Consulting

Our consulting business offers creative financial alternatives to clients who often feel frustrated by the challenges of balancing the needs for growing their business enterprise while simultaneously dealing with potential shareholder liquidity and the desire to retain operating and economic control.

- Options & Alternatives Analysis
- Succession / Transition Planning

Corporate Finance

Family and closely held businesses are often in need of funds for strategic growth plans, shareholder liquidity, management buyouts, succession planning, diversification, recapitalization or dividends. We make it our business to know the capabilities and investment preferences of capital providers in order to best match our client's needs.

- Debt Financing
- Equity Financing
- Patient Capital Financing

Mergers & Acquisitions

We understand that clients are often unsure about considering a liquidity event for their family-owned or closely-held business, even when they suspect that the timing may be right. Our experience working with families allows us to help clients understand their choices in order to navigate these important issues.

- Merger / Sale
- Buy-side / Acquisitions

Industry Experience



Industrial

Manufacturing
Construction
Scrap Metal
Printing & Paper



Consumer

Dairy & Beverages
Apparel
Food Products
Home Furnishing



Services

Healthcare Services
Distribution
Corporate Education
Transportation



Energy

Heating Oil
Mining & Minerals
Alternative Energy
Waste Management

Client First Philosophy

We equip our clients with the best financial options and alternatives available so that they can confidently and proactively achieve their business objectives and personal family goals.

Leadership in Multi-Generational Ownership Transitions and Liquidity Events

Based on more than 30 years of experience working with family business owners, BHP has provided ownership succession options, shareholder liquidity alternatives, business capital, and liquidity generating transactions for businesses in numerous industries.

Family Business Expertise

Belden Hill Partners is particularly attuned to the sensitivities and emotion involved in working with families and with non-family executives who are involved in business together. We have taken leadership roles at the Family Firm Institute and served on the Board of Directors of numerous family businesses.

Longer Term, "Patient" Sources of Capital

BHP maintains unique contacts with larger single-family offices, specialized equity investment groups, and individual investors. These longer-term (7-10 years), more "patient" sources of capital are often the best investors/partners for later-stage family business situations where the owners want some liquidity, or growth capital, but also desire a flexible structure to retain meaningful operational and economic control of their business.

Collaborative by Nature

Working with families requires a "holistic" approach that views the family business as a system comprised of interrelated and highly emotional components. No one advisor, or profession of origin, can deal effectively with the myriad of issues in a family business. Our principals regularly collaborate with family business consultants and experts from other disciplines to provide the most effective solutions for our clients.

Consulting
Strategic Options Analysis



Midmark Corporation

Belden Hill Partners assisted the company in exploring shareholder liquidity and governance options and shareholder value creation strategies.



Medical Equipment (G4)

Corporate Finance
Non-control Patient Capital



The Reliable Automatic Sprinkler Co., Inc.

has received an equity investment from

Stephens Capital Partners LLC

Stephens



Commercial & Residential
Building Products (G3)

M&A
Control Patient Capital



Leonard Valve Company

has been acquired by

BESSEMER
INVESTMENT PARTNERS



Thermostatic Mixing
Valve Manufacturing (G3)

M&A
Sell-side M&A Advisory



Globe Holding Company, LLC

has been acquired by

MSA Safety Incorporated (NYSE: MSA)



Personal Protective Equipment (G4)

Meet the Belden Hill Team

We are dedicated to bringing high level, professional, investment banking services to our middle market clients so that each client is aware of, and has access to, the full menu of creative financial solutions that can be tailored to their unique needs. Our goal is to build a lasting legacy based upon integrity and a dedication to helping our clients achieve their business and family goals.



James A. Murphy Managing Partner

Jim has more than 30 years of experience in corporate finance and middle-market investment banking. He has designed growth capital and shareholder liquidity solutions for numerous large and medium-sized family owned and closely held companies.

Yale University, B.A. in History
New York University, M.B.A. in Finance
Family Firm Institute, Certificate in Family Business Advising

203.883.6300 x2001 jmurphy@beldenhillpartners.com

Anthony D. Macaluso Vice President

Anthony is involved in all aspects of corporate finance and investment banking transactions at Belden Hill Partners and is responsible for deal sourcing, project management and transaction execution.

Cornell University, B.A. in Economics
Family Firm Institute, Certificate in Family Business Advising
Family Firm Institute, Certificate in Family Wealth Advising

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Securities offered through Independent Investment Bankers Corp.,
a broker-dealer, Member FINRA/SIPC, and an independent entity from Belden Hill Partners.