



STONEMILL
PARTNERS
Enable Your Business

Why Stonemill Partners?

Get to Know Stonemill Partners

- We currently are working with 25+ engineering or architectural firms, representing them for selling and close to 100 more for searches (prospective buyers).
- We focus and only represent engineering and architectural firms.
- Our work utilizes a wide network, database, contacts in the USA from small to larger companies nationwide.
- We work mostly with U.S. companies but where it make sense can investigate international buyers and markets.
- References available to substantiate all points.
- High percentage of listing price achieved: Our goal is to obtain the highest possible selling price for a business relative to listing price. We have achieved, on average, 90% of listing price. Many right at listing price.
- The partners at Stonemill Partners are very experienced representing buyers and sellers in various industries.
- We can supply templates for purchase agreements, letters of intent, employment agreements, escrow agreements, lease agreements and other agreements needed to complete a deal.

- One of the very first steps is to perform a thorough valuation complete with a full report using different valuation models that are used to lead a seller towards the optimum listing price.
- With our extensive marketing background, we develop optimum marketing materials to go to market with: general information, more specific information without disclosing the identity of the firm for sale, followed by very specific information once a non-disclosure agreement is signed between us and a prospective buyer. All marketing materials to be approved by you.
- We coordinate and facilitate all initial conference calls or visits once a prospective buyer has reviewed the information available and has signed a non-disclosure agreement with us.
- We carry out timeline management for buyer and seller, each step of the way once a Letter of Intent is accepted.
- Stonemill Partners work very closely with buyers as it relates to banking, SBA backed financing, procedures, documentation required, approvals, valuations, etc.
- We oversee the due diligence process for the buyer: suggested items to collect, collecting and organizing the information and distributing information to buyer from the seller.
- We provide a communication template, outline and ideas used for the announcement of the impending sale/merger to employees for both buyer and seller, at the appropriate time.
- We have a library of articles available related to when to sell a business with more thought leadership content continuously being developed.

- Currently we are working with AIA to become an approved continuous education content provider on buying and selling a professional services firm. We are rolling this out nationwide among AIA chapters, starting July 1.
- In addition to our core business of representing buyers and sellers in mergers and acquisitions we can perform Feasibility Studies, Business Planning services, Marketing Planning services, Valuation and Transition planning services.
- We feel that the Transactions involved in buyer and selling, acquisitions and mergers, are complex and require the intervention of experienced professionals and a strategic fit ensured only by a sound understanding of each of the parties involved. We represent and offer that to our clients.
- All of the partners at Stonemill Partners have owned and sold their own business so we can identify and associate with sellers concerns, issues, and sensitivities.
- Our success rate is high and we work quickly on the front end; the timing for a sale is a function of the market but our pace is very good, depending on your objectives.
- We are very strict about confidentiality and non-disclosure until the appropriate times as it relates to company, client and employee information.
- Examples of firms represented and sold at www.stonemillpartners.com