



## Year in Review

As we look back on 2023, we want to express our gratitude for the many professional colleagues who partnered with us throughout the year. We are thankful for each and every one of you and we look forward to what 2024 has in store.

### M&A Advisory

In 2023, our M&A practice team provided advisory services to numerous Charter clients seeking to raise capital, gain an understanding of business valuation, undergo an acquisition search, or sell their business. We helped many clients achieve their goals, including Burco, Procensis, Richwood Industries, Avon Machining, IKON | EFS, Elenbaas Steel Supply, Devana Solutions, Uniband USA, John A. Van Den Bosch, and Allied Vision Group.

A leading provider of aftermarket automotive mirrors and windshield racking solutions, headquartered in Grand Rapids, Michigan.

Has been acquired by

Charter principals served as exclusive M&A advisor to Burco, Inc.

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A leading provider of mobility and network design technology AIDC solutions, headquartered in Warminster, PA.

Has been acquired by

Charter principals served as exclusive M&A advisor to Procensis.

[Learn More](#)

A leading manufacturer and distributor of specialty composite panels and proprietary overlays, headquartered in Grand Rapids, Michigan.

Has been acquired by

Charter principals served as exclusive M&A advisor to Richwood Industries.

[Learn More](#)

A precision manufacturer of industrial gears, splines, and other industrial components, headquartered in Shelby Township, Michigan.

Has been acquired by

Charter principals served as exclusive M&A advisor to Avon Machining.

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A national provider of energy and facility solutions headquartered in Grandville, Michigan.

Has been acquired by

Charter principals served as exclusive M&A advisor to IKON | EFS.

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A manufacturer of metals including fabrication, design, plasma cutting, and flame cutting, headquartered in Greenville, Michigan.

Has been acquired by

Charter and LaGrey principals served together as M&A advisors to Elenbaas Steel Supply.

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A cloud-based clinical trial software provider, headquartered in Chapel Hill, North Carolina.

Has been acquired by

A portfolio company of

Charter principals served as exclusive M&A advisor to Devana Solutions.

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A manufacturer of custom lightweight conveyor belt solutions headquartered in Grand Rapids, Michigan.

Has been acquired by

Charter principals served as exclusive M&A advisor to Uniband USA.

[Learn More](#)

A leading wholesale distributor of premium pet food, supplies, livestock feed, and related products headquartered in Holland, MI.

Has been acquired by

Charter principals served as exclusive M&A advisor to John A. Van Den Bosch.

[Learn More](#)

A leading wholesaler of contact lens, optical, and pet medication products based in Fort Lauderdale, Florida.

Completed a recapitalization through

Charter principals served as exclusive M&A advisor to Allied Vision Group.

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## Team Accomplishments

We recognized the accomplishments of our team members who contributed their expertise to the M&A and capital investing environment in West Michigan and beyond, and welcomed three new team members.



[John Kerschen](#), President and Managing Partner, was recognized as one of Crain's Grand Rapids Business's [200 Most Influential Leaders](#).



[Mark Streekstra](#) joined the leadership team as Partner and Managing Director and participated in the Crain's Grand Rapids Business M&A Round Table on the topic of [Deepening Due Diligence](#).



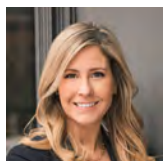
[Mike Palm](#) also joined the leadership team as Partner and Managing Director. He was a guest on Sleeping Giant Capital's Do Diligence podcast, exploring the [M&A environment in West Michigan](#), authored a white paper outlining [Five Common Mistakes Made by Buyers of Businesses](#) and how to avoid them, shared his insights into [acquisition financing](#) for ACG University, and participated on an ACG panel on the topic of [private equity](#).



[Mike Brown](#), Partner and Managing Director, celebrated his 12th year with Charter, leading and growing the M&A practice. He continues to spearhead our AIDC industry practice, with the [acquisition of Procensis by Barcoding](#) marking Charter's sixth AIDC transaction, and the establishment of Charter as one of the most active M&A advisors in the industry.



[AJ Ebels](#) was promoted to Vice President, in recognition of his leadership qualities and expertise in both M&A and capital management.



[Jenny Dakoske](#), Director, was recognized as one of Crain's Grand Rapids Business's [40 Under 40](#), authored a white paper on the topic of [The Growing Importance of Sell-Side Due Diligence](#), and shared her [succession planning tips](#) with attendees at a session hosted by the Turnaround Management Association of West Michigan.



[Elisa Berger](#), Vice President, authored a white paper sharing tactics that strategic acquirers can use to help [Secure Employee Retention Post-Transaction](#), and participated in an ACG University panel on the topic of [strategic acquisitions](#).



[Drew Dow](#) joined us as an analyst, providing financial data analysis, client engagement, industry research, and financial modeling in support of our clients' needs.



[Travis Read](#) also joined us as an analyst, providing financial analysis, financial modeling, and due diligence in support of our M&A clients, as well as our private capital management practice and portfolio companies.



[Dylan Stenzinger](#) also joined the analyst team, supporting Charter's M&A advisory, capital raise, and private capital investing activities, with a focus on financial modeling, data analysis, and industry research.



## Encouraging Work/Life Balance

We participated in numerous community service efforts while receiving recognition for being a great place to work.



We helped with spring clean-up at [Millenium Park](#), raking, cleaning up sticks and picking up trash.



We packed hundreds of food boxes for [Kent County Community Action](#) to be delivered to low-income senior citizens.



We continued our leadership of [100 Businesses That Care](#), with spring giving cycle [STEM Greenhouse](#) chosen as the recipient of a \$50,000 donation.



100 Businesses That Care members selected [Sleep in Heavenly Peace](#) as the winner of our fall giving cycle.



For the seventh year in a row, we were named one of [West Michigan's Best and Brightest Companies to Work For](#).

## Thank You

Thank you again for accompanying the Charter team on our journey. We wish everyone all the best in 2024!

*Broker dealer services offered through M&A Securities Group, Inc. ("MAS"), Member FINRA/SIPC, a separate entity from Charter Capital Partners and Charter Private Capital Management. Some of the transactions highlighted were performed by principals of Charter acting in their capacity as licensed agents of MAS.*

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