



## About Hamernik, LLC

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***Special Situations and Corporate Finance Advisors for privately held companies.***

**Hamernik, L.L.C.** is an Indianapolis based professional firm that concentrates on achieving specific, situational objectives for our clients. Our primary focus is working with clients to develop practical solutions and results to address business profits, cash flow and capital needs.

### **Our Basic Beliefs:**

The focus must be on results, not who receives the credit.

The relationships of other trusted advisors and professionals who may be working with a client are important and we will work with them, recognizing each one's experience and value to craft an appropriate solution for the business.

Defined processes and documentation are critical to attaining desired results in this environment where an organization must cope with changing markets.

Strategic planning begins with assessing the strategic position.

An advisor must bring: Relevant experience, Integrity and objectivity, Vision and creativity, Analytical skills and tools.

A successful partnership with the client must be founded on confidence, honesty and trust. Differences of opinions are okay.

### **Financial and Business Advisory Services**

#### **Strategic Assessments & Consultation:**

- Diagnostic Assessments
- Financial Strengths, Strategies & Viability
- Evaluating and Prioritizing Alternatives
- Strategic planning begins with assessing the strategic position.
- Turning Strategic Plans into Measurable and Actionable and documented Initiatives
- Operational Audits and Measurements
- Cash Forecasting, Budgeting and Financing

#### **Corporate Finance:**

- Debt placements and originations
  - Senior
  - Junior
  - Mezzanine
- Buy and sell side support and due diligence

#### **Senior Management & Board Services:**

- Visioning
- Facilitation and Planning
- Due Diligence
- Organization & Business Assessment
- Mentor and Leadership Support
- Referrals to Strategic Resources

#### **Business Management Transition:**

- Mergers, Sales and Acquisitions
- Recapitalizations
- Breakups and Buy-Outs
- Succession in the Family-Owned Business
- Turnaround and Recovery
- Reorganization and Restructuring the Business
- Transition Planning and Management

# Hamernik

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# About Hamernik, LLC continued...

## Our Industry Experience:

### Construction:

- Water, sewer and utilities
- Specialized trade contractors
- Erection and structural
- Construction management

### Manufacturing:

- Commercial printing
- Saw mills, lumber, wood products and wood furniture
- Fabricated structural steel
- Manufactured housing and components
- Vehicle and truck bodies and parts
- Hat, cap and other apparel
- Iron and steel foundries
- Metal stamping and fabricated metal products
- Machines shops and precision turned products
- Production machinery, equipment and systems
- Measuring and controlling devices and valves
- Metal coating, electroplating and allied services
- Audio media reproduction
- Robotics

### Wholesale Trade and Distribution:

- Construction and building materials
- Industrial supplies
- Meat and groceries
- Metal service centers
- Petroleum and petroleum products
- Novelties, games and videos
- Commercial equipment rental and leasing

### Retail:

- Automotive parts and accessories
- New and used car dealers
- Buy here, pay here auto sales
- Boats and marine
- Convenience stores
- Pharmacies and drug stores
- Men's and women's clothing stores
- Gift and specialty stores
- Department stores
- Equipment and industrial machinery
- Consumer rentals
- Telecom

### Transportation:

- Freight and truck lines
- Taxi and limousine operations

### Real Estate and Rental:

- Residential and non-residential real estate
- Property development
- Property management
- Hospitality & Hotel
- Affordable housing
- Assisted living

### Other:

- Farming and Agriculture
- Employee placement and staffing
- Surgery centers and medical offices
- Law firms
- Specialized design, consulting and business services
- Financial holding companies
- Civic, social, educational
- and not-for-profit organizations

## Market Assessment:

The debt and liquidity markets have moved to levels last seen in the late 2000s with low rates and "term light" conditions. Competition for assets has forced banks to work within tighter spreads, resulting in lower rates for borrowers. Lenders have to be more forgiving on covenants. Along with local, regional and national lender sources, the USDA, SBA and 504 programs of the government offer borrowers many options to consider in prioritizing term, structure or rate.

## Hamernik corporate finance:

Hamernik has developed a proprietary database of lenders and capital sources which allows it to expediently approach the market to solicit offers for Hamernik's clients. Upon receipt of proposals, Hamernik will discuss the proposals with its clients, lead in negotiation of the terms and support its client through closing of the proposed transaction.