

Wednesday
January 2

Dallas-Fort Worth
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Briggs Capital sees Texas as next great investment frontier

12/21/2001 3:30:00 PM

By [Stacey Closser](#)

A Boston-based mergers and acquisitions firm is bringing its expertise, and its money, to North Texas. Briggs Capital L.L.C., an M&A and investment placement firm representing \$750 million in funds, has formed a strategic partnership with Richardson's Chapman, Hext & Co. P.C., an accounting and consulting firm.

The two companies will combine their skills and assets to pursue M&A opportunities in Dallas-Fort Worth.

"In Texas, we see companies with very good earnings, very good ratios, and the impact (of the tech meltdown) just seems to be less than in New England," said Roderick Robertson, principal at Briggs Capital. "We look forward to pouring a lot of the resources of our company into our Dallas operation."

The new Dallas office will be managed by Douglas Deaton. Deaton is a serial entrepreneur of sorts, having founded several companies in the Dallas area. He served as vice president of business development for V Cities, a Lucent Technologies Inc.-funded startup in Dallas. Most recently, he founded RJM Investments, providing financial and strategic development services to traditional and technology businesses.

Robertson's first impressions of Texas were positive. In comparison to the "pool of sharks" that he competes with in New England, "Texas seems to have a spirit of cooperation. Everyone wants to work together," he said. "The people down there are bullish and gung ho, and they're more willing to play ball and get out on the playing field."

Robertson said that the tech downturn continues to drag down the economy and the spirits of the Northeast.

"New England is still going through the tech meltdown on a very high basis. Companies are just evaporating every day," he said.

Briggs' partnership with Chapman Hext affords it more than access

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to accounting and consulting services. It also sits the M&A firm at the same table as Greg Hext and Charles Chapman, who founded the North Dallas Investment Group Inc., a local angel group with more than 200 members.

Briggs Capital concentrates its efforts on preparing companies for a liquidity event. It traditionally operates in the lower-middle market, with company revenue ranging from \$5 million to \$50 million.

Robertson said that the company is looking for good opportunities, instead of companies in a specific industry.

Briggs Capital L.L.C.

Location: Boston

Business: Specializes in mergers and acquisitions

Year founded: 1998

No. of employees: 10 managing directors

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