

BRIGGS



Briggs Capital picks Purdy, Maine over N.H.

by Joshua Shea

PORTLAND - **Purdy Powers & Company**, an accounting and business advisory firm, has established a strategic partnership with boston-based mergers and acquisition firm Briggs Capital.

The partnership will allow both parties to be able to serve a wider client base, according to Roderick Robertson, managing director of Briggs Capital.

"Briggs will be able to shop Maine businesses, be it for funding or for sale to a national audience," said Robertson. "We look forward to becoming a conduit for Maine enterprises that have been locked into local Maine sources."

Robertson said that Briggs, which represents about \$750 million in investment placement, opted for Maine over New Hampshire when looking for a new area to set up shop.

"Briggs, after careful analysis, chose to open an office in Maine over New Hampshire

because Maine is a market to and of itself, while lower New Hampshire is a virtual extension of the Boston market," said Robertson.

"We believe that in Maine, we will find companies that have not been exposed to the full brunt of mergers and acquisitions activity and funding sources and we will find excellent opportunities through Purdy Powers," continued Robertson.

Purdy Powers was deemed a good fit for partnership with Briggs, according to Robertson, because of the business advisory component of the company. For the small and medium sized firms that Briggs represents, Purdy Powers will be able to supply services that Briggs does not offer, such as due diligence to (post-closing) estate planning for principals.

"Over the years as a CPA and business advisor, I see successful business, but the ones that rise to the top have a vision and long term

plan. It's sad to say, but most business I see live day-to-day and sometimes are not prepared for sudden down-turns." said Marc Powers, principal with Purdy Powers. "The successful businesses know their market and they are determined to rise to the top and they get there by dedicated steps with a current and long-term business plan."

Powers explained how the companies would work together.

"Briggs Capital will help the client assess where they are and develop a plan to maximize annual returns and the exit strategy. Purdy Powers will monitor their progress with periodic financial statement analysis and will also create a strategic tax approach to minimize tax while moving toward a client's goals"



From left, Michael Barrett and Dick Woodbury, both of Briggs Capital, Marc Powers, of Purdy-Powers, Gov. Angus King, Steve Purdy of Purdy-Powers and Joe Bruno, House Minority Leader met recently to discuss the relationship formed between the two companies.

BRIGGS CAPITAL, LLC

Boston metro office:

Vermont office:

Internet:

*Mergers & Acquisitions /
Investment Placements*

10 Kearney Road, Needham, MA 02494
781.449.7781 fax 781.449.8672

7 Pinnacle Drive, So. Burlington, VT 05403
802.846.1847 fax 802.846.1848

www.briggscapital.com