



PHOENIX VENTURES HAS ACQUIRED BIG BEAR RESTORATION

The Transaction:

Pursant's Investment Banking practice is pleased to announce that its client, Phoenix Ventures, LLC has acquired Big Bear Enterprises, Inc. Phoenix Ventures is an investment firm focused on acquiring industry leading businesses in the residential and commercial disaster restoration sector.

About Our Client:

Headquartered in Ft. Lauderdale, FL, [Phoenix Ventures](#) is an investment firm that was formed by a team that has been working together for over ten years in one form or another. The team's respective expertise combines industry specific operating experience with access to capital through a committed family office and capital markets.

About Big Bear:

For more than 20 years, [Big Bear](#) has been providing restoration and remediation services to customers throughout Georgia. The Big Bear team has combined experience of over 80 years in the disaster restoration and reconstruction field. Services performed include fire, smoke and water remediation, 24/7 emergency board up services and reconstruction.

How Pursant Helped:

Pursant acted as the sole Merger & Acquisition advisor to Phoenix Ventures for the transaction. In this role, Pursant is responsible for sourcing proprietary acquisition opportunities that align with Phoenix Ventures' acquisition criteria. Once Big Bear was identified as a potential acquisition opportunity, the Pursant team vetted and qualified the transaction opportunity and facilitated an introduction to the Phoenix Ventures team. Pursant then performed preliminary due diligence and worked with Phoenix Ventures to negotiate the deal terms, assisted in due diligence and continued to advise through the documentation phase up until close.

Accolades:

Buyer Remarks

Andrew Ryan, Managing Partner of Phoenix Ventures

"We are excited to partner with Big Bear. They have built a strong reputation in their market and are known for providing quality and timely service to their customers. We believe Big Bear will be a strong platform for us to build a full-service restoration and mitigation company with operations throughout Georgia.

We are thankful for the Pursant team, who was able to successfully identify and facilitate this transaction. They were a valuable resource to us and we appreciated their assistance throughout this process."

Seller Remarks

Jim Demkowski, President/CEO of Big Bear Restoration

"We are very excited to partner with Phoenix Ventures. Through many conversations with the individuals at Phoenix Ventures, it became evident that we shared the same vision for a prosperous future. It was important for us to protect the legacy of the Big Bear brand and our partnership with Phoenix Ventures allows us to operate as a stand-alone platform from which we can expand and grow together. Phoenix Ventures provides us with the enhanced resources, operational experience, and industry relationships necessary to support our rapid expansion efforts. We are looking forward to entering into this growth journey together and believe that Phoenix Ventures will help us continue to provide the best service to our customers and offer future opportunities to our employees.

It was a pleasure working with John Lubenow and the Pursant team and we were thankful to have their support and guidance throughout the process. We firmly believe Pursant's involvement was paramount to ensuring a successful transaction."

Pursant's Remarks

John Lubenow, Senior Associate, Investment Banking

"This is an excellent partnership that enables Phoenix Ventures to have a market presence in Georgia and provides Big Bear with additional resources to support their plans for expansion. We are excited for Phoenix Ventures and Big Bear as they have a similar culture of excellence and shared vision for the future."

About Pursant:

Pursant is an investment banking, financial and management consulting firm that supports and executes middle market M&A related initiatives and helps business owners grow enterprise value.

We use a deep immersion process, our expansive networks and experience as owner/operators, dealmakers and financial professionals to effectively deliver on these critical initiatives for which most companies do not have the time, manpower or expertise.