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In 2016, the Central Pennsylvania region will continue to experience a robust mergers and acquisitions (M&A) marketplace where many companies will benefit tremendously from increased deal flow.

M&A transactions in the financial services sector dominated the 2015 headlines in the region. However, during the year ahead, SC&H Capital forecasts an increase in M&A activity involving private, regional manufacturers, distributors, and business services firms.

For example, we anticipate the manufacturing sector – one of the hardest hit industries during the economic downturn – will thrive in the upcoming year. The combination of affordable capital, historically lower borrowing rates, and a resurgence in interest from strategic buyers and private equity firms will continue creating a competitive M&A environment for manufacturers.

Even though attractive market conditions exist in the region, business owners should not act on this fact alone. After years of growing your company, owners should capitalize on an exit strategy that earns a fair price and achieves individual, business, and family goals.

SC&H Capital is an investment banking and advisory firm providing M&A, employee stock ownership plan (ESOP), valuation, and capital raising services to middle market and growth companies in Central Pennsylvania and the Mid-Atlantic. We take pride in helping business owners evaluate liquidity options and plan for an exit strategy to maximize value at the right time, with the right process, and for the right opportunity.

We understand how each business, situation, and opportunity is unique, and we tailor our services to offer a customized approach to investment banking. We develop close relationships with our clients, and take time to understand their near-term objectives and long-term vision. Our deal professionals work with many private, family-owned companies throughout the entire business lifecycle – often, years in advance of a merger, acquisition, or buyout.

With many multi-generational family businesses in the region, we partner with our clients to foster deals that help maintain a family's legacy. We respect the importance of collaborating with our clients' legal, accounting, and professional service providers to make the best possible deal a reality.

We take time to educate our clients and family stakeholders on all of the best possible exit or succession planning opportunities – both from a personal and financial perspective. In fact, many of the most crucial M&A deal terms involve more than just money in family businesses. As a trusted advisor, we view ourselves as being an extension of the family rather than just a deal intermediary, and continually strive to do what is right for the future of the family.

Our SC&H Capital team looks forward to helping business owners achieve their ultimate professional and personal goals in the year ahead. We have facilitated more than 100 transactions in our 10 years of existence, and are excited to continue collaborating with existing and prospective clients in the Central Pennsylvania region.

As always, we are ready to offer pertinent, personalized advice on all liquidity options that result in deal execution excellence during 2016 and beyond.

