

CHILDS Advises Caltius Equity Partners on the Sale of MC Sign

Atlanta, GA – January 11, 2018 – CHILDS Advisory Partners (“CHILDS”) served as the exclusive financial advisor to MC Sign (the “Company”), the leading nationwide provider of sign and lighting services, on the sale to Arcapita Investment Management U.S., Inc. (“Arcapita”). MC Sign was previously held by Caltius Equity Partners (“Caltius”) and Company management.

Leveraging an industry-leading network of vendor-partners, MC Sign provides customers with a comprehensive suite of sign services including new installations, rebrandings, and refurbishments, as well as on-demand sign maintenance and emergency repairs. The Company has also steadily grown its lighting services business which completes interior and exterior lighting installations and is currently capitalizing on the high-growth LED retrofit/conversion market in the United States.

Michael Morgan, Managing Director at Caltius commented, “The CHILDS team did a fantastic job managing the MC Sign process on behalf of Caltius and the Company. They demonstrated a thorough understanding of the business and were thoughtful in helping us communicate the platform opportunity that is well-positioned for continued growth, both organically and through acquisitions.”

Jason Wallace, Managing Director at CHILDS Advisory Partners, said, “MC Sign is a tremendous company with an exceptional management team. We are excited to have found a great partner in Arcapita that shares management’s strategic vision for the business moving forward. The Company is poised for continued growth and to further solidify its position as the category leader.”

About MC Sign

Founded in 1953, MC Sign provides sign and lighting services to customers across the U.S. through a highly-scalable, vendor-managed, and asset-light business model. The Company’s customer base is comprised of nationally recognized blue-chip companies in the retail, banking, hospitality, quick service restaurant, and petroleum/C-store segments throughout the U.S. and Canada. Through its headquarters in Cleveland, Ohio, MC Sign processes over 40,000 work orders per year through over 5,000 field service partners, and has 225 employees.



About Caltius Equity Partners

Caltius Equity Partners is a leading middle market private equity firm based in Los Angeles, California. The Company targets businesses with EBITDA between \$4 million and \$12 million within the business services, industrial services, IT & managed services, and consumer services sectors.



About CHILDS Advisory Partners

CHILDS Advisory Partners provides investment banking services to middle market business services, healthcare, and technology companies. CHILDS’ combination of sector focus, process excellence and a deep, experienced team drives the delivery of superior client outcomes. With over 45 professionals, CHILDS is one of the fastest growing M&A advisors in the U.S. and was named the “2016 Boutique Investment Bank of the Year” by The M&A Advisor.



Please contact us to learn more about working with the CHILDS team:

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