



Who we are, what we do, and what we believe

For owners who have built a business worth keeping, and who want it to continue after they step away.

Who we are

Copper Corner Partners is a Michigan company that acquires small, sound businesses from owners who are ready to retire and do not have a successor in place. We are a small team led by Erik May, who brings more than 25 years of management and leadership experience, including U.S. Air Force service. We are operators first. We take over the business, not just the documents, and we stay in the work after closing. Our current operating experience includes a multi-channel consumer products business we acquired in 2025. It is in a turnaround. We describe it that way on purpose, because we want owners to know how we think about a business that needs work: plainly, with the numbers, and with a plan.

What we look for

- A business that already works: real customers, a product or service people pay for, and a team that delivers it.
- Underinvestment, not failure. Equipment, systems, marketing, or leadership that has not been refreshed in years because the owner was focused on running the day.
- An owner who wants a successor rather than a sale to the highest bidder, and who would like to know the business continues in good hands.
- Records we can verify. Honest financial statements, including the uncomfortable parts, are more useful to us than a polished presentation.

What we do after closing

The work after closing is where the value is either built or lost. Our focus is practical:

- **Leadership.** We strengthen the team around the business, and we invest in the people who already run it. Most of our attention goes to the leaders your employees trust.
- **Customers and growth.** We look for the next customer before the last one leaves, and we make it easy for people to find and buy from the business.
- **Cost discipline.** We remove costs that serve no purpose. We do not cut the people or the capabilities that customers depend on.
- **Practical tools.** We use AI and software where they save real time, such as quoting, follow-up, and reporting. We do not install technology for its own sake.

What we believe

A business you built should keep going. The name, the customers, and the people who depend on the work deserve a future. Continuity is the outcome we are working toward, and it shapes how we run every deal.

Employees are part of the value. The people who do the work are not a line item to remove at closing. We talk with them early, and we tell them plainly what is changing and what is not.

Customers should notice improvement, not disruption. A change of ownership should be invisible to most customers. Better service, reliable delivery, and a clearer way to buy are the signs we want them to see.

Honest numbers make better decisions. We would rather learn what is true before we commit than after. We will tell you what we find, including the parts that make a deal harder.

Practical beats impressive. We do not promise transformation. We promise steady work, measured results, and a plan you can check.

How we approach a sale

- **Confidentiality first.** We sign a non-disclosure agreement before we review any financial or customer information, and we do not share your information outside our deal team.
- **Structure we can discuss.** Depending on the business, we may consider a seller note, a transition period in which you stay involved, or an earnout tied to results. We set terms with you, in writing, after reviewing the numbers together.
- **A price based on the business we find.** We value the business on verified earnings, after normalizing for owner compensation and personal expenses. We will explain how we reached our figure.
- **Your timeline matters.** If you need time to plan, tell us. We will work to the timing that suits you and your family, and we will not rush the process to meet ours.
- **Your business stays private.** We will not contact your customers, suppliers, or employees about a possible transaction without your written permission.

What we will not do

- Promise a price before we have seen the records.
- Describe your business to anyone outside our deal team without your written consent.
- Use your name, your brand, or your story in marketing without your written permission.
- Make claims about results that we cannot support with records.

What happens next

1	First conversation	A call or meeting to understand the business, your goals, and your timeline. No obligation.
2	Non-disclosure agreement	Signed before we review any non-public information.

3	Records review	Financial statements, tax returns, customer and supplier information, and an overview of operations.
4	Valuation and structure	We share our analysis, including where we agree and where we disagree with the numbers.
5	Letter of intent	Written terms for your review and advice, followed by due diligence and closing.



If your business deserves a future, we would like to hear about it.

Erik May, Founder

Copper Corner Partners LLC, Michigan

616-890-9835 · erik@coppercornerpartners.com · coppercornerpartners.com

This overview describes our approach and is not an offer to buy or sell any business or security. Terms of any transaction are set out only in signed agreements. Operating examples are described from management's own accounts and are not audited.