



# SCRONCE

& Associates, LLC Private Equity

Providing Capital and Experience to Fast Growing Businesses



## approach

At Scronce and Associates, we are not interested in participating in the day-to-day operations of businesses. Rather, we work with current management to refine the business strategy and create actionable, realistic plans to help the business owner take the business to the next level.

Simply, our approach...

- » Non threatening style – Scronce and Associates approaches deals with a transparent, up-front, honest and cooperative style which is essential in building strong, trusting, committed, and motivated leadership teams. We tend to be less aggressive in our approach and are highly sensitive to cultural fit.
- » Operator's perspective – We bring an "operator's" perspective to our deals, rather than a pure "investor's" perspective. This enables us to identify with management and find solutions to real operations issues.

## criteria

Scronce and Associates is looking for very specific investment opportunities where our experience and capabilities meets the needs of our partner companies. We are looking for...

- » Manufacturing, distribution or service companies with revenues between \$1 million and \$15 million
- » Positive cash flow with a need for \$250,000 to \$2 million
- » Solid business model with unique market positioning
- » Strong growth opportunities
- » Low to high technology
- » Southeast based company that may benefit from offshore sourcing and production
- » Majority ownership positions, but are open to minority participation given the right circumstances

## leadership

Tim Scronce has been an owner, CEO and president of both large and small, private and public companies over his 30 year career. Mr. Scronce's success in business can be attributed to his growth minded approach and his ability to develop strong personal relationships while maintaining a healthy balance. As president and COO of Blue Rhino Corporation, Mr. Scronce led the organization through tremendous growth and the company was recognized as the #2 best performing stock on NASDAQ in 2002. In addition, Mr. Scronce has had significant international experience in sales, marketing, sourcing and supply chain management.

Prior to Blue Rhino, Tim Scronce held an executive position at Diageo, PLC, the world's leading premium drink's company.

A North Carolina native, Tim received his Bachelor of Science in industrial engineering from North Carolina State University. Intellectually hungry, he went on to earn an MBA in Global Management from the University of Phoenix.

Mr Scronce is an Adjunct Faculty member at New Hampshire Technology Institute in Concord, New Hampshire, teaching math courses from college algebra to calculus II.

### Current Business Activity

In addition to business investment, Tim also manages commercial and industrial real estate holdings through Scronce Real Estate. as well providing general management and business development consulting through his firm, Scronce Advisors, LLC.

Tim also serves as Chair for Vistage Worldwide, Inc. in Southern New Hampshire and Northern Massachusetts leading invitation-only private advisory boards for CEOs, business owners, and executives to help them achieve significant financial independence, strong personal relationships and balance.

[www.scronceandassociates.com](http://www.scronceandassociates.com)

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## experience

With decades of experience successfully leading both public and privately held companies, Tim Scronce, and the Scronce & Associates team have developed expertise in many critical areas of business development, general management, and rapid growth scenarios including, but not limited to the following:

- » Scaling businesses profitably
- » Growth strategy development and execution
- » Operations management
- » Business development, sales and marketing
- » Margin improvement
- » Identifying and tracking key performance indicators
- » Financial modeling, projections and analysis
- » Start-up, turnaround and change management
- » Operating and organizational systems and structures
- » Offshore sourcing, production and logistics
- » Merger, acquisition and integration execution
- » Corporate culture and employee development leadership
- » Brand development and management
- » Corporate vision and mission/principles programs
- » Annual planning and budgeting, and strategic planning
- » Team building

## contact

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