Pictured left to right (front row): Zach Zarr, Jake Mende, Mary Nicole Myles, Jacob Meehan, Addy Francois; (back row): Tom Venner, Mike Erwin, Corey Vanderpoel, Nick Mydlach, Tyler Carlson, Travis Kalmuck, Michael Schroeder, Ann Hanna, Hayden Wage and Andrew Sannes. Not pictured: Tammy Halfmann, Christian Musbach, Nate Summy, and Jerry Pines.

THE DECISION THAT DEFINES A FAMILY LEGACY

FAMILY BUSINESSES can span generations, and many do. The instinct to keep a business in the family is powerful and often well-founded, but it isn't always the optimal path.

There are moments when the next generation has different ambitions, when multiple heirs seek leadership but only one can assume it, or when the business itself has outgrown the family's appetite for capital, risk, or complexity. In other cases, a strategic buyer or private equity partner may offer a purchase or recapitalization that more effectively achieves the family's true objectives, whether it's financial security, continuity for employees, community impact, or preservation of legacy.

At Taureau Group, the most challenging, and most valuable, part of our work isn't executing a sale process or attracting buyers. It's helping owners objectively evaluate the full range of options available to them before those options begin to narrow. That range is often broader than most owners realize: intra-family transfer, ESOP, management buyout, minority or majority recapitalization, sale to a strategic buyer, sale to a financial sponsor, or simply continuing forward with a more refined strategy. Each path carries distinct implications across taxes, control, liquidity, legacy, and risk. There is not a universally "right" answer.

While there are many viable transition paths, optionality does not last indefinitely. Market conditions change, key team members retire, tax policies evolve, and unexpected health events arise. The owners who navigate transitions most successfully are not necessarily those with the cleanest succession plan, but those who have thoughtfully evaluated and tested their options well in advance.

Taureau Group is not your typical investment bank. Our team, comprised of former operators, owners, engineers, attorneys, accountants, and bankers, brings industry depth and perspective to designing creative, tailored M&A solutions. Keeping a business in the family is a meaningful aspiration. Ensuring it remains the right decision, that's where we add value.

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