



# Rural American Fund



## RURAL AMERICAN FUND: MAKING INVESTMENTS IN RURAL AMERICAN BUSINESS ENTERPRISES

Rural American Fund is a Chicago-based private equity firm with an innovative, niche strategy targeting the favorable dynamics of the agribusiness market. The firm focuses on making partnership investments in growing, lower middle-market operating businesses principally in agriculture or ag-related industries. Rural American Fund is led by a team who brings 50+ years of combined private equity, corporate development, and middle-market merger & acquisition experience to the firm while its ag-entrepreneur partners, all successful agri-businessmen, provide additional operational guidance.

### What We Offer Business Owners:

- An equity partner with years of agribusiness experience and a wide network of ag relationships
- The opportunity to create liquidity and reduce investment risk while maintaining a significant ownership percentage of your company and continuing to lead its growth
- Board level assistance with operational improvements and growth initiatives – We do not want to run your business!
- Capital for increasing business scale through organic and acquired growth
- Flexible deal structures: the RAF structure allows for certain owners / management to “step back” and others to “step up” as appropriate

### Industry Verticals:

#### PRIMARY AGRIBUSINESS AREAS OF INTEREST:

- Agronomic Testing Systems & Services
- Crop Nutrients & Fertilizers
- Crop Production & Processing
- Food Security & Food Authenticity
- Irrigation & Drainage Systems
- Precision Ag Systems & Services
- Protein Production & Processing
- Seeds & Seed Genetics
- Specialty Ag Chemicals & Coatings
- Specialty Ag Machinery & Equipment
- Value Added Distributors

### Investment Criteria:

#### TARGET INVESTMENT TYPES:

- \$5-10 million in Equity per platform
- Control or influential equity positions preferred

#### TARGET INVESTMENT CHARACTERISTICS:

- Minimum \$10 million Revenue
- Minimum \$2 million EBITDA
- U.S. based businesses principally serving agriculture or ag-related markets
- Strong business model with sustainable growth drivers and a high degree of value-add
- Proven management team that is invested in the business with a desire to reinvest with RAF



**Mr. Thomas S. Karlson**  
*Founding Partner*  
Tel: (312) 750.0673  
[tkarlson@raflp.com](mailto:tkarlson@raflp.com)

**Ms. Mia H. Koch**  
*Partner*  
Tel: (312) 750.0674  
[mkoch@raflp.com](mailto:mkoch@raflp.com)

**Mr. Paul C. Smith**  
*Principal*  
Tel: (312) 750.0658  
[psmith@raflp.com](mailto:psmith@raflp.com)