



### Deal: RETS Tech Center Sold to Education Affiliates

#### Sector: Education Service

#### What T&T Accomplished:

- An all cash transaction
- Generation of multiple offers.
- Creation of a competitive environment yielding maximum shareholder value.
- Continued employment of family and key employees.
- Long-term facility lease of owner's building.

#### About RETS (RETS Tech Center)

As one of Ohio's leading post-secondary for-profit schools, located in Centerville, it recently added a RN medical program as well as an additional building and equipment to support its rapid growth.

#### About Education Affiliates

Education Affiliates is a subsidiary of JLL Partners Inc., a New York-based private equity firm, which has \$2.5 billion in committed capital and investments in several education, health care and food companies. JLL Partners owns the Baltimore-based Marco Group renaming it in 2004 to Education Affiliates.

#### Situation

- After operating school for 25 years, the owner seeks retirement through sale of school.
- Following the sale, school owner desires securing a long-term facility lease; meanwhile, family members desire continued employment.
- Original M&A advisor hired but failed to generate any interest.
- Trudeau & Trudeau engaged to sell school.

#### Solution

At Trudeau & Trudeau, we

- approached only qualified targeted strategic and financial buyers.
- maximized confidentiality by minimizing unnecessary exposure.
- consulted with accountants to solve complex tax issues.
- navigated the transaction through the DOE, ACCSCT, SCT, and AAMA.
- assisted legal teams from both sides in resolving issues.

#### Testimonial

*"The professionals at Trudeau & Trudeau guided me throughout the acquisition from beginning to end. They helped our school find the right buyer, negotiated a premium selling price, and managed the process to ensure that the deal closed."*

—Mike LeMaster,  
President of RETS Tech Center

*"The bankers at Trudeau & Trudeau understand the Merger & Acquisition business and the nature of transactions. When representing their client, the communication back and forth was well facilitated and the process ran smoothly as a result."*

—Duncan Anderson,  
CEO of Education Affiliate

#### About T&T

Trudeau & Trudeau Associates, Inc. (T&T) is a full service M&A firm that provides merger and acquisition, corporate finance and strategic consulting services to client companies and equity groups. Since its founding in 1982, the firm's philosophy has been to bring an organized and systematic approach to executing complex merger and acquisition transactions for their clients. T&T has affiliate offices located in Western Europe and Southeast Asia as well as a network of industry specialists.

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