



DEAL SNAPSHOT

Exceptional Service For our client

Heritage Capital Group, Inc., an investment banking and financial advisory firm serving middle-market and emerging growth companies in the US and worldwide, is pleased to announce that its client, **Sparr Building & Farm Supply**, has been purchased by **Nation's Best**.

Sparr Building & Farm Supply is a family business that has served customers in Central Florida for more than seven decades. The Company has four stores that blend the best characteristics of a lumber yard with a farm and ranch store. The Company's "one-stop-shop" experience makes it easy for customers to pick up livestock feed, animal nutrition products, fencing, lumber, lawn and garden items, pet supplies, building materials, paint, and many other products. The rich equestrian history of Ocala, Florida also led Sparr to develop expertise in horse fencing and products.

Nation's Best is one of the country's fastest growing independent home improvement companies. Sparr will join Hall's Hardware & Lumber and Panhandle Lumber & Supply in Florida as Nation's Best extends its presence in the Southeast. As part of Nation's Best's strategy, Sparr Building & Farm Supply will maintain operations under its existing name with its key leadership team overseeing company operations alongside Nation's Best, which will provide the strategic and financial support necessary to drive optimal growth and profitability.

Heritage served as the exclusive financial advisor and intermediary to Sparr Building & Farm Supply. The deal team included **Bill Nicholson** and **Doug Kravet**.

The terms of the transaction were not disclosed.



SPARR

BUILDING AND FARM SUPPLY



Doug Kravet and Bill Nicholson had the perfect combination of M&A and real estate deal experience that we needed. They helped us navigate a complex transaction and kept our team well-coordinated as we tackled both big and small issues. Looking back, it's hard to imagine completing this transaction without them.



Sam Howard and Paul Howard
Owners of Sparr Building and Farm Supply

HERITAGE CAPITAL GROUP

With over 45 years experience in M&A transactions, Heritage Capital Group was able to maximize the value of the deal through meticulous management of the acquisition process. Heritage acted as sole advisor to the seller in the preparation of the sale process and due diligence, the approach and negotiations with potential buyers.

EXPERIENCE. EXPERTISE. RESULTS.

Heritage Capital Group is a highly respected and trusted investment banking and advisory firm with local and global reach. For more than 45 years, we have provided transactional and advisory expertise across key industries to our clients.

We work to ensure that your many years of hard work and vision come to fruition. Our team of experts can help guide you through a wide range of scenarios including:

- Selling a company
- Buying a company
- Mergers
- Divestiture of corporate assets or divisions
- Raising debt or equity
- Exit planning
- Value enhancement
- Process improvement
- Restructuring or reorganizing

With our extensive industry and deal experience, we can work with you to help build and maximize your transaction value. You will benefit from the global resources Heritage provides through our leadership position in Oaklins, an international organization focused on the middle market with offices worldwide. With these resources, Heritage is able to leverage global contacts, industry expertise, and transaction experience to achieve exceptional results for you. We offer complete discretion and skilled and methodical negotiations to give you the competitive edge that is essential in today's highly competitive business environment.

DEAL TEAM

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Heritage Capital Group is a merger and acquisition advisory firm with offices in Jacksonville, Florida and Savannah, Georgia. Heritage is a member of FINRA/SIPC and Oaklins, the world's most experienced midmarket M&A advisor, with 850 professionals globally and dedicated industry teams in 45 countries worldwide.