

## **Douglas Pendleton** - Managing Director, Business Owner & Entrepreneur

A serial entrepreneur, Doug relishes opportunities to help business owners maximize their exit strategies. He is known for being straightforward and for having the ability to forge winning scenarios from almost impossible scenarios.

During Doug's career, he worked with hundreds of organizations over a wide range of industry sectors. As President of Pendleton Printers, his company grew from zero to more than \$4 million in sales with 32 employees. The company provided services to major companies including, Dunkin Donuts, Fidelity Investments, Commerce Insurance, Fallon Healthcare and others.

As technology began to put at risk the printing industry at large, Doug strategically identified and directed six roll-up acquisitions of regional competitors successfully positioning the new larger company for a seven-figure sale to a larger competitor.

### **EXPERIENCE**

**2010 - Present:** Managing Director at Central Mass. Escrow Services, Inc., d/b/a George & Company and Business Appraisal Associates with a concentration in Business Valuations, Brokerage, M & A, Buy Side Advisory and Financing of privately held companies.

**2010- Present:** Owner, Princeton Business Advisory. Buy Side - strategic business acquisition search, deal sourcing, negotiation and deal closure.

**2009-2010** – Business Consulting & Director of Business Development D3 Logic.

Transitioned business operations, employees and clients to D3 Logic fulfilling employment contract. Facilitated the retention and transition of key customers and employees.

**2004- 2009:** President of Pendleton Printers Inc. / Marlborough, MA

Formed Synergy Graphic Solutions with strategic acquisitions including Reservoir Printing, Marlborough, MA and Apex Press, Westborough, MA.

- Successfully acquired three regional competitors.
- Integrated company's sales teams, technologies, equipment and cultures.
- Developed sales contracts and non-compete agreements.
- Achieved acquisition sales growth of 54%.
- Strategically sold Synergy Graphic Solutions to larger competitor.

**1982 – 2004:** Founder, President of Pendleton Printers, Inc. / Gardner, MA

Started-up company specializing in on-demand printing services which became a leading service provider to local and national businesses such as Fidelity Investments, Fallon Healthcare, Commerce Insurance and Dunkin Donuts.

- Developed and implemented a business process to maximize workflow and profits.
- Created structured and developed team operational procedures.
- Designed and implemented employee engagement programs.
- Achieved exceptional levels of productivity outpacing industry averages of sales per employee.
- Developed business plans and led negotiations for capital funding.
- Increased sales, market share and profits with strategic marketing programs.
- Awarded “Business Person” of the year - Gardner Chamber of Commerce.

## **EDUCATION / Interests**

Atlantic Union College, BS in Education & Business Administration

Doug and his wife Debbie have been married for 32 years; their daughter recently graduated from Northeastern Law and is employed as a contracts manager at Oracle. Their eldest son went to Boston University and is currently a self-employed videographer with accounts including Salomon Snowboarding & Bonfire Clothing. Their youngest son is attending Boston University’s CDI Program in the fall. Doug has worked hard to sustain a balanced lifestyle with a stable family always at his center. His interests include, fly-fishing, snowboarding and golf.