



20 YEARS OF SERVING BUSINESS OWNERS

On April 15th, Prairie Capital Advisors, Inc., proudly celebrates its 20th anniversary. In 1996, Prairie's founders, **Kenneth Serwinski, CEO**, and **Robert Gross, Senior Managing Director**, left Merrill Lynch's investment banking group to open Prairie Capital Advisors, a firm that serves middle-market privately held companies with the highest level of insight, independence and professionalism. Since inception, the Prairie team has been committed to the founders' vision of a firm built on integrity, respect, teamwork and passion. Prairie's mission is to provide every client with independent advice and highly personalized service that helps them meet their objectives and maximize shareholder value.

Since the last anniversary milestone five years ago, Prairie has grown and achieved many successes:



Increase in Revenue



Increase in Employees



Increase in Annual Valuation Engagements



Added New Offices

Data from January 2011 – January 2016





A great deal has changed at Prairie since Ken and Bob established Prairie Capital Advisors, but the culture and values of the firm remain strong. The culture and values of Prairie make it a great place for people to work and to build a career. According to Bob, “I’m proud of us being as big as we are and still having that sort of feel that we did at the beginning.” Ken & Bob’s belief is that the people make Prairie the company it is today. Ken notes, “We created a culture where people could thrive.” Bob agrees, saying, “the things that we do, how we treat clients, how we treat people, how we interact with each other,

the example that Ken and I set from the beginning, these things all resonated with the right people at the right time.” This continues today, which allows Prairie to attract bright and talented staff. Our clients appreciate our dedicated team, which is a result of our low project manager turnover and high level of client service. We are fortunate to have relationships with top legal and financial professionals who have the same level of passion to serve business owners as we do.

The partnership between Ken and Bob has been strong over the years. Ken says “we’ve created the environment to make the people around us thrive, we’ve made our clients successful and they understand we are here to be their resource for ownership transition, M&A and ESOPs. As a result, we have a profitable firm. If you create a place where people can thrive, you support them in their success, make your clients happy, and have a sound operating model, you have the elements needed to grow a successful company.”

About Prairie Capital Advisors

Prairie is an employee owned company that offers investment banking, ESOP advisory and valuation services to support the growth and ownership transition strategies of middle-market companies. Headquartered in Oakbrook Terrace, Illinois with offices in Atlanta, Boston, Chicago, Cedar Rapids, Louisville and Philadelphia, the company is a leading advisor to closely-held companies nationwide. For more information, visit www.prairiecap.com.