



EGM offers comprehensive **Commercial Real Estate** and **Merger & Acquisition Services** to speed up the process of selling your business. When you decide to sell, consider the benefits of hiring a quality, experienced and knowledgeable broker. We have served companies of all shapes and sizes over the years. When you're selling your business, experience counts!

Lakefront Restaurant & Bar | West Michigan

This restaurant has over two hundred feet of beautiful lake frontage. The business has successfully blended a combination of a family restaurant, sports bar, and local gathering spot since opening over thirty years ago! The owners have reinvested in the business, updated all the kitchen and bar equipment and draft systems, and rebuilt the back banquet area. They pride themselves on their well trained and loyal staff that care for their patrons and community. They have a diverse menu, two full service bars, and a large indoor and outdoor dining area. This business is an ideal fit for an experienced restaurateur looking to expand, an investor, or an established restaurant, brewery, or distillery looking to expand to a larger footprint.

Annual Sales exceed \$1,800,000

Contact EGM for financial details

Underground Utility Contractor | Northern MI

This well established, profitable underground utility contractor has been in business for over 30 years. They serve Industrial, Municipal, and Commercial markets and they have a quality reputation within their community. They pride themselves on their hard-working and dedicated long-term staff, along with their high quality and reliable workforce. This contractor has extensive knowledge and experience in cable plowing, fiber optics, and directional drilling. The company is well positioned in its market and their customer base is well diversified with high-quality clients. The contractor recently landed a new utility contract with a utility company that will significantly increase sales for the next several years.

Annual Sales exceed \$3,000,000

Contact EGM for financial details



Welcome Paul Leford!

Paul earned his law degree from the University of Minnesota Law School (J.D. 1995), and graduated from Northern Michigan University (B.A. magna cum laude, 1992). Paul founded the law firm Ledford & Associates in 2002 serving business and M&A clients, among others. He is a member of the Michigan Bar Association and practices in all of the courts in the State of Michigan, as well as the Michigan U.S. Federal District Courts. Early in his career, Paul was selected multiple times as a "Rising Star" by Law and Politics. More recently, Paul was recognized by Lawyers of Distinction for excellence in civil litigation and his M&A practice and was awarded "Litigator of the Year" in 2021 by the American Institute of Trial Lawyers.

Paul is a past adjunct professor with Grand Valley State University and presently serves as a Board Member for Vanguard Charter Academy, a National Heritage Academy charter school ranked in the top 15 in Michigan. Paul and his family attend and are actively involved at Resurrection Life Church.

Paul is married to his wife of thirty years and has five adult children. He enjoys boating, wakeboarding, hiking, weightlifting, and snowboarding in his free time.