

# NEWS

## Veteran investment banker decides to open solo practice

Wilcox Group founder to work with lower middle-market cos.

BY JEFF BOUNDS | STAFF WRITER

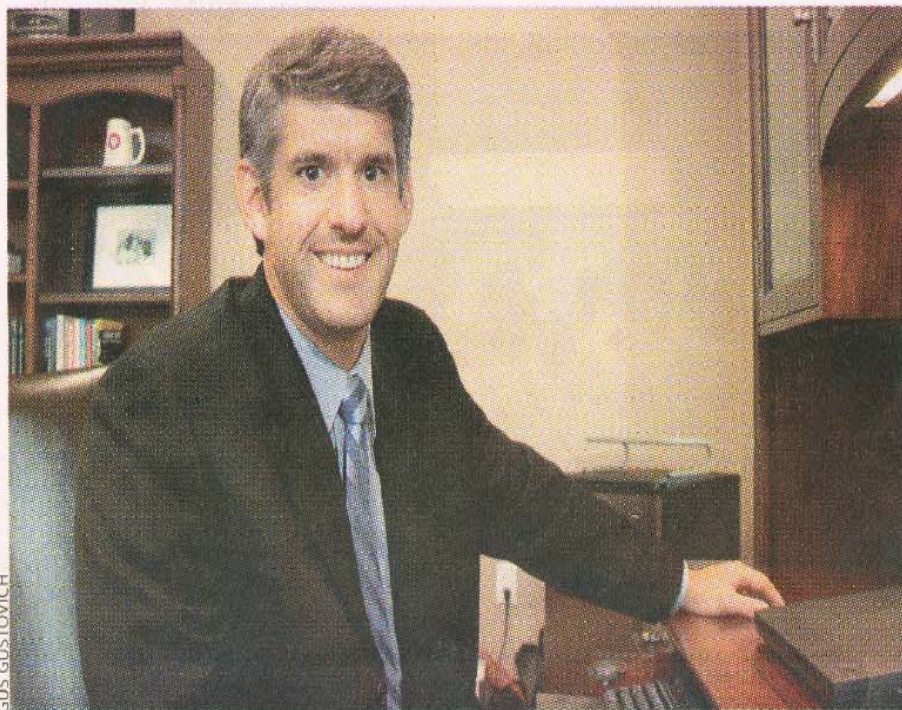
A veteran investment banker has started his own shop focused on companies with enterprise values of less than \$100 million.

Jason Wilcox, founder and president of Coppell-based Wilcox Group, has done stints at such investment banks as Growth Capital Partners and Bear Stearns & Co. Inc., and wants to bring the service quality of those shops to a customer base that historically has had trouble getting that level of help.

Wilcox says he's handled lower middle-market companies over the past 10 years at various firms, including exclusive work in that segment over the last four years at Growth Capital Partners.

Enterprise value is a measure of what the market believes a company's operations are worth, says InvestorWords.com.

Broadly speaking, Wilcox's one-man shop will provide three types of services: Assistance in selling companies, as well as doing



GUS GUSTOVICH

**ON HIS OWN:** Jason Wilcox has launched a one-man investment bank to bring high-level service to companies with enterprise values of less than \$100 million.

recapitalizations with private-equity groups; financing and capital-raising services; and advice on doing acquisitions and management buyouts. Wilcox has at least one engagement, that being with a Fort Worth company he declines to name.

Wilcox says he chose to hit the lower middle market partly because there are a "ton of companies" in that space, and partly because firms in that size range value strong investment-banking services. "When you work with an entrepreneur, you develop a

### STARTING UP

**NAME:** The Wilcox Group LLC

**BUSINESS:** Investment banking

**HEADQUARTERS:** 878 South Denton Tap Road, Suite 170, Coppell 75019

**OWNERSHIP:** Private

**TOP EXECUTIVE:** Jason Wilcox, president and founder

**EMPLOYEES:** 1

**ANNUAL REVENUE:** N/A

**PHONE:** 972-691-2080

**WEB:** www.wilcox-group.com

close relationship," he says. "You become a trusted adviser. It's fun."

Arthur Hollingsworth, founder and managing partner of the Dallas private-equity firm Lone Star Investment Advisors LLC, says the Metroplex has plenty of room for a shop like Wilcox.

"Dallas has always been a net importer of investment banking services," he says. "There's a trust factor for certain family-owned businesses. They often feel more comfortable with Texas-based investment banks or private-equity funds."

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