Mae Management LLC

Mergers · Acquisitions · Exits

CAPABILITY STATEMENT
Austin, Texas
b@mae365.com · mae365.com

Protect the team. *Respect the legacy.* Build the next chapter.

Who we are

Mae Management LLC is a management and acquisitions firm based in Austin, Texas, focused on acquiring, operating, and growing established, service-based businesses for the long term. Mae is not a roll-up or a short-term investment vehicle. Its ownership approach is built on operational continuity, employee stability, and responsible growth, promoting from within wherever possible.

Target sectors

- Construction & project management: CM/PM firms with established pipelines and site leadership
- Environmental services: remediation, compliance support, environmental consulting
- Facilities, cleaning & security: janitorial, maintenance, security, specialty services
- Federal-adjacent services: government-facing businesses where Native ownership and certifications extend positioning

Acquisition mandate

- $250K+ annual cash flow or seller's discretionary earnings
- Established operations with a verifiable track record
- Recurring customers or contracted revenue base
- Capable management or key operators in place
- Healthy, explainable margins, market-rate or better
- Clear path to responsible, scalable growth
- Clean financials and straightforward operations

Proposed NAICS

236220	Commercial & Institutional Building Construction
237310	Highway, Street & Bridge Construction
541330	Engineering Services
541611	Administrative & General Management Consulting
562910	Remediation Services
561210	Facilities Support Services
561720	Janitorial Services
561612	Security Guards & Patrol Services

COMPANY DATA

ENTITY	Mae Management LLC
FORMED	2025
HEADQUARTERS	Austin, Texas
OWNERSHIP	Native-owned
PRINCIPAL	Brandon Krone
CONTACT	b@mae365.com
WEB	mae365.com

Strategic advantage

Mae's founder is an enrolled member of a federally recognized tribe. Native ownership is the reason Mae targets federal, state, and municipal work, and it means the public-sector positioning a founder built can be re-established and extended after a sale, rather than lost at closing.

PROGRAMS MAE IS POSITIONED TO PURSUE

- Buy Indian Act: BIA / IHS set-asides for Indian Economic Enterprises
- Indian Incentive Program: 5% DoD incentive to primes subcontracting with Indian-owned enterprises (DFARS 226.1)
- SBA 8(a): via individualized narrative under current rules
- HUBZone: where location and workforce qualify
- DBE / MBE: under individualized standards now in effect

Certifications are earned after closing and can take weeks to twelve months. Mae represents itself as eligible, not certified, until they are in hand.

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Leadership

Brandon Krone

FOUNDER & PRINCIPAL · AUSTIN, TEXAS

Brandon grew up in construction, framing homes in Minnesota, working nearly every major trade, in a family that built and still operates its own general contracting business. He competed as a Division I wrestler at the University of Minnesota, then built a career in institutional finance at Fidelity Investments and Charles Schwab, advising clients on risk, capital allocation, and long-term planning. Through years of guiding owners through business exits, some done well and others done poorly, he recognized that acquisitions demand far greater specificity and human consideration than most buyers bring. Mae is the convergence of hands-on operating respect and institutional financial discipline.

Douglas McArthur

ACQUISITIONS ASSOCIATE · BOCA RATON, FLORIDA

Douglas sources and vets acquisition opportunities for Mae. With hands-on experience in construction, sales, and real estate strategy, he approaches underwriting with discipline and a strong bias toward action.

How a conversation becomes a closing

i

Introduction

A confidential, pressure-free call. We listen first: goals, timeline, people.

ii

Mutual NDA

Confidentiality in writing, both directions, before sensitive information changes hands.

iii

Review

Financials and operations reviewed with focused questions, efficiently.

iv

Letter of intent

A clear, fair proposal: price, structure, transition, and what happens to the team.

v

Close & transition

Diligence, closing, and a handoff designed around employees, customers, and the owner.

How we structure

- SBA-range transactions with committed capital; a capital partner is engaged for larger, well-founded opportunities
- Creative structures welcome, including seller notes, earn-outs, milestone-based payouts that reward a founder's belief in the business
- Underwritten to a comfortable debt-service coverage ratio (target 2.0x or better)
- Long-term hold. We buy to own, not to flip.

What sellers can expect

- Every conversation held in confidence from the first email, whether or not a deal follows.
- A direct view on value and why, even when it isn't what an owner hoped to hear.
- The team stays. Mae promotes from within before hiring from outside, and brings in specialists (e.g., government RFP expertise) to teach rather than replace.
- A long-term owner across the table, not a committee and not a fund on a five-year clock.

“Mae exists to carry businesses forward, not to dismantle them.”

Confidential conversations welcomed · b@mae365.com · mae365.com