

**FOR IMMEDIATE RELEASE**

**RESILIENCE CAPITAL PARTNERS ACQUIRES PHOENIX INSTALLATION SERVICES  
AS ITS THIRD ADD-ON INVESTMENT TO ITS  
AERO COMMUNICATIONS PORTFOLIO COMPANY**

**Cleveland, Ohio, July 10, 2014** – Resilience Capital Partners, a Cleveland-based private equity firm, has announced the acquisition of Phoenix Installation Services, a provider of construction and maintenance services to the wireless industry in the Southwestern U.S., by its newly-formed company, Phoenix Communications. Phoenix Communications is Resilience Capital Partners' third add-on acquisition by its Aero Communications investment platform, which it acquired in October 2012. Aero Communications is a leading provider of customer-focused technology solutions to broadband and wireless providers, businesses, public venues, government facilities and residential subscribers.

Steven Rosen, Co-CEO of Resilience Capital Partners, stated "As leading wireless and communication companies continue to invest and deploy new technologies to satisfy customer demands, leading outsourced engineering and infrastructure services providers such as Aero will consistently demonstrate a willingness to do the same. We welcome the entire Phoenix organization to the Resilience Aero platform and are excited about their significant contribution to our growing service offerings." Michael Cavanaugh, a Partner at Resilience Capital Partners, added "The Phoenix investment is a continuation of Aero's growth strategy of purchasing businesses with experienced in-house wireless and construction professionals who serve an increasingly diverse customer base in new geographies across the U.S."

Greg McCray, CEO of Aero Communications, stated "Phoenix's team is top-notch, and their customers give the company rave reviews. In addition to expanding our geographic footprint, this acquisition gives us access to a significant pool of talent in the Southwestern U.S." McCray continued, "We're enthusiastic about what this means for our business and more importantly, what this means for our customers."

**About Resilience Capital Partners**

Headquartered in Cleveland, Ohio, Resilience Capital Partners invests in niche-oriented manufacturing, distribution and business service companies located in the Midwestern and Mid-Atlantic United States with sustainable market positions and a clear path to cash flow improvement. Resilience Capital targets platform businesses with \$25 million to \$250 million in revenues across a broad range of industries where it can improve a company's operations, competitive positioning and profitability. Since its founding in 2001, Resilience Capital has invested in 38 companies under 22 platforms. Its portfolio companies today employ more than 5,000 people in 14 states and collectively represent over \$2 billion in revenues. Resilience Capital manages in excess of \$320 million for its global investor base which includes pension funds, insurance companies, foundations and endowments, fund of funds, wealth managers and investment consultants. For more information, please visit [www.resiliencecapital.com](http://www.resiliencecapital.com).

**About Aero Communications**

Headquartered in Canton, Michigan, Aero Communications employs approximately 1,600 technicians, engineers, customer service and related support personnel in field offices throughout the United States. Aero Communications' scope of services includes end-to-end system design and engineering, construction, wiring, installation, maintenance and repair solutions, serving leading telecommunications and cable service providers throughout the United States. For more information, please visit [www.aerocommunications.com](http://www.aerocommunications.com).

### About Phoenix Communications

Headquartered in Forney, Texas, Phoenix Communications specializes in providing underground and aerial construction, fiber splicing and related engineering and construction services to leading telecommunications companies operating throughout the Southwestern United States. Phoenix Communications employs over 80 engineers, construction professionals, project managers and related support personnel. For more information, please visit [www.phoenixinstall.com](http://www.phoenixinstall.com).

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