Acquisition Brief — Frankelite LLC | Daren Frankel

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At a glance

I'm an operator-buyer seeking to **acquire, relocate to, and personally run a recurring revenue business within a ~30-minute drive of a commuter rail station ~45m or less to Manhattan.** SBA-backed with meaningful buyer equity, able to move quickly, and ready to close.

Criterion	Target
Description	A commercially sound business with stable or growing revenue providing essential recurring revenue products or services with growth opportunities via operational or technology uplift.
Price	~$1M–$3M
SDE	~$350K at the low end, scaling to ~$750K+ toward the top of the price range
Revenue	~$1.5M–$5M (secondary to SDE)
Geography	Within a ~30-minute drive of a commuter rail station ~45m or less to Manhattan. Includes 5 boroughs, New York (Westchester, Rockland), New Jersey (Bergen, Passaic, Essex, Union, Hudson, Morris, Somerset, Middlesex), Long Island (Nassau, western Suffolk), and Connecticut (lower Fairfield).
Model	B2B recurring / contractual preferred; B2C services with sticky and/or repeat customers also good; prefer low customer concentration (no customer >10-15% of rev)
Sector	Flexible within the geography; essential/non-discretionary, recurring revenue products or services preferred (B2B contractual/recurring or stick/recurring B2C).
Financing	Prequalified SBA 7(a) up to $5MM; meaningful buyer equity; open to a seller note; POF on request
Timeline	Actively searching; ready to sign an NDA and pursue an LOI now
Dealbreakers	Declining revenues; turnarounds; core expertise is credentialed, licensed, or artisanal, or single-person / owner dependency that can't be safely transferred (licensed staff is fine); heavy customer concentration

About the buyer

Operator-buyer with C-suite experience taking a venture-backed company from **zero to exit**.

- As **founding operations hire and COO of Palm** (a venture-backed consumer marketplace), closed a **$27M Series A co-led by Microsoft's M12** (with RRE and Griffin Gaming Partners), scaled the company **from 5 to 80+ people in under 18 months**, and stood up seven business functions including Finance, Compliance (KYC/AML), HR, and Support.
- **Steered the business through a severe sector downturn to an acquisition in 2023**, including a disciplined restructuring completed with zero post-termination claims.
- Earlier: **Director at ConsenSys** — led a $1.5M joint venture and stood up operations in Dubai and Singapore; **technology consultant at Deloitte** serving Fortune 100/500 clients.
- **B.S.E., Chemical & Biomolecular Engineering, University of Pennsylvania** (cum laude).

What I bring to a business: general management and P&L ownership, operations and process improvement, org scaling, and technology — the levers that grow an already-working business.