

Mosaic Capital Corporation

Mosaic Capital is a publicly traded (TSX: M), diversified investment company that owns and grows a portfolio of established mid-sized businesses operating in niche markets. We actively acquire and manage companies across industries and sectors, adding value through our business-building expertise and by working closely with our owner-vendors. Below is an example of a company we have invested in and how we addressed a specific circumstance or challenge to set the company on a stronger path for long-term success.

CASE STUDY - BASSI CONSTRUCTION

About the company

Bassi Construction is an Ottawa-based, commercial construction company. As a multi-discipline firm, its key divisions include commercial tenant fit-up projects and restoration, concrete remediation, fire and flood reclamation, specialty construction-related situations and project management.

Bassi has a strong operating model, a sustainable, diversified business pipeline, healthy financial position and attractive growth opportunities.

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Mosaic does not interfere with the day-to-day operations of our company. Ours is an atypical business that is not always easy to understand, and Mosaic was willing to ask the right questions and help us address key issues related to succession planning. They built a strong relationship with us right from day one. ”

John Bassi, President



The challenge

A few years ago, the owner of Bassi experienced a health issue that has since been completely resolved, but it motivated him to begin thinking about estate planning and ensuring a strong management team was in place that could operate the business should he be unavailable in the future to run the company for an extended period.

The Mosaic solution

Mosaic invested in Bassi in late 2016, taking a 70% equity interest. We support the owner's proactive decision to build the right leadership succession team, and we have been helping him in the early stages of executing his plan. We worked collaboratively with the owner on a succession plan that best positions Bassi for continued success. Additionally, we have assigned an internal operations expert to the business to help with implementation of better administration and accounting standards. This approach allows us to uncover any potential issues that may arise and promptly resolve them. We meet regularly with the owner and hold business planning sessions where we review and discuss strategic initiatives, and provide help when needed as the company executes these initiatives. The owner has built a strong foundation for Bassi and, at this point, is still very actively involved in running the business with us.

Interested in speaking with us about your company?

If you are a business owner who wants to work with the experts at Mosaic Capital to maximize your company's value, we invite you to contact Rob Withers at (403) 218-6500, info@mosaiccapitalcorp.com.



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