

## OKC-based Hall Capital branches out

by Brian Brus

Published: December 9th, 2011

OKLAHOMA CITY – Oklahoma City-based Hall Capital has created a \$100 million private equity fund and is expanding into the Nashville market, Hall Capital Partners Chairman Fred Jones Hall said Friday.

“We’ve just spent some time raising it, and we were very fortunate in this business climate because not many people can raise funds right now,” Hall said. “Luckily, we’ve got partners who have been with us a long time and we’ve been able to produce good results for those partners. ... This was a record high fundraiser for us.”

Given that the Hall Capital Partners II fund has such a sizable amount earmarked for mergers and acquisitions, management buyouts and family transitions, the partners decided that health care expert and Nashville native Billy Webb would be a good fit to help steer the company’s growth nationwide, Hall said. Webb has been named a board member for the fund.

“This is an open-ended fund,” he said. “In the past we have invested in health care, engineering and architecture. We’ve done oil-field service and telecommunication distribution. So we’ve done a little bit of a lot of different industries. The main point is that they are up-and-going companies. This is not venture. These are growing companies that want to change ownership.”

Hall Capital also has offices in Chicago and Dallas. Nashville has a large pool of privately owned, family firms that are attractive to the fund, he said.

“It brings a lot of capital to that city, but at the same time Nashville is the font of health care and that is one of our areas of concentration. So we think this will put us in the middle of the health care field as well,” Hall said.

Hall Capital Partners is part of Hall Capital LLC, a third-generation family- owned business founded by Fred Jones. The growth of the company is now overseen by his grandsons, Fred J. Hall, Brooks Hall Jr., and Kirkland Hall. The company has grown and diversified to include Fred Jones, which focuses on the automotive industry; Hall Energy, which focuses on oil and gas; and Hall Commercial Real Estate.