



PROTECT WHAT WORKS. BUILD WHAT'S NEXT.

ABOUT



I am Jeremy Hans, and I am ETL Fund. I grew up in North Texas, served as a Navy helicopter pilot, and built my career operating, investing in, and improving founder led companies. I am back home to plant my flag and buy an established local business to own and operate for the long term.

I am not private equity, and I am not chasing a quick flip. I am investing my own capital and my future into a single business. My job is to protect what works, the people, the customers, and the reputation you built, then add lift for what comes next: steadier systems, clearer numbers, and a respectful handoff. I want to be the buyer a seller is proud to hand the keys to.

Why “ETL”: *Effective translational lift is the moment a helicopter moves out of its own turbulent air and starts flying efficiently. A business transition creates turbulence. My job is to add the lift that carries it cleanly into its next phase.*

FINANCIAL READINESS

- SBA approved, Personal Capital for equity injection. Personal financial statement available on request.
- 10+ years of capital raising experience, with investor and lender relationships in place.
- No personal debt outside mortgage. 750+ credit score.

ACQUISITION CRITERIA

I am looking for an established, profitable business in the DFW Metroplex with \$500K to \$2M in seller discretionary earnings (SDE). I want durable, essential, or B2B companies with a real team, recurring or repeat customers, and a steady operating history. The kind of business that runs on relationships and reputation more than on the owner doing everything alone. I plan to step in full time, keep the team in place, and grow it for the long term under a thoughtful, owner led handoff.

Required

- Located in the DFW Metroplex
- \$500K to \$2M in SDE or EBITDA
- Essential or B2B services, infrastructure, or niche manufacturing
- Established customers and operating history
- 5+ employees with key people in place

Nice to have

- Flat or steady growth over the last five years
- A niche product or service
- Limited marketing or sales effort to date
- A management layer already in place
- Clear room to expand

Not a fit: Food and beverage, retail, medical, fitness, or luxury goods.

EXPERIENCE

Autopilot DFW | Founder | 2025 to present

- Founded an AI and process consulting practice, growing it from informal advising for owners into paid client engagements.
- Help small businesses apply practical automation across operations, bookkeeping, and customer outreach to cut manual work and tighten their numbers.
- The same operating improvements I plan to bring to a company after close.

Velocity Restorations | Executive & Partner | 2022 to 2024

- Appointed CEO in 2023. Hired the executive team, realigned strategy toward higher margin work, and led M&A.
- Grew the company from 45 to 160 employees and onto the 2024 Inc. 5000 list of fastest growing companies.
- Doubled revenue to over \$30 million and implemented EOS, KPIs, and annual budgeting before a successful private equity exit.

Climb Capital | Co-Founder & Partner | 2020 to present

- Co-founded a commercial real estate investment firm and built an in-house property management company.
- Led deal structuring, capital raising, and debt sourcing to more than \$80 million in assets under management.

US Navy | Naval Aviator | Active Duty 2007 to 2017, Reserve since

- Commanded MH-60S helicopters on multiple Middle East deployments and served as Search and Rescue subject matter expert for Carrier Air Wing Three.
- Advanced instructor pilot with 4,500+ flight hours. Led the first major redesign of the Navy's helicopter training syllabus in 40 years.

EDUCATION

Master of Business Administration | University of Florida | 2016

Bachelor of Arts in Communication | University of Oklahoma | 2007