

FOR IMMEDIATE RELEASE

July 13, 2020

**Coalition of ‘Business Builders’ Raises More Than \$120,000 for Second Harvest,
‘We’re just getting started’**

NASHVILLE, TN – A trio of businesses in the private equity and professional services community, motivated by the “perfect storm” of Covid-19, the March 3rd tornado and the economic downturn, decided to take action a month ago. Together with generous matching donors, the group has quickly raised more than \$120,000, which equates to more than 480,000 meals for Second Harvest Food Bank of Middle TN, with plans to raise more.

The group, which calls itself Business Builders of Nashville, includes:

- BluWave, LP, led by CEO Sean Mooney and Managing Director Katie Marchetti
- CapitalSpring led by Managing Partner Richard Fitzgerald
- Bailey Southwell & Co., led by Managing Director Stephen Scott

“When public schools announced they were closing in the Spring, we realized it meant a total disruption of the normal meal source for thousands of kids,” said Stephen Scott, Managing Director of Bailey Southwell & Co., an investment banking firm based in Brentwood. “Second Harvest was overwhelmed and their donations were down, so we just decided to get on the phone and call our fellow local business contacts at other firms, and see if we could raise some money to help.”

So far, with the benefit of a generous donor doubling proceeds raised in July, the group has raised \$121,000. With Nashville Metro recently announcing its intention to open schools in a virtual capacity, they believe the need will substantially increase as local children won’t have access to school meal programs. The group is hoping to raise substantially more by inviting the broader Nashville business community to participate. They have an anonymous donor generously offering to match their donations during the month of July – so the more funds they are able to raise this month, the more money that goes to Second Harvest.

To join the Business Builders’ coalition and make a donation, individuals and companies can simply click on this link: http://shfbmt.convio.net/site/TR?px=1469396&fr_id=1311&pg=personal

“We are all very fortunate, we and our teams still have jobs, we’re safe and sound, and we were all asking ourselves what we could do to help,” said Mooney, CEO of BluWave, an advisory firm serving the private equity industry. “We knew that Second Harvest needed help. They had a 40% increase in demand – in large part from kids – at the same time their donations are way down leaving them with a 400,000-pound deficit of food they need to procure each week. So we contacted them to find out how we could help during this critical time.”

“Businesses we work with were looking for a way to help, they just needed a unified effort to join, and that’s what we offered,” said Fitzgerald, Managing Partner of CapitalSpring, a private equity fund focused on the restaurant industry. “Five thousand quickly became 10, became 50, and now we’re at more than \$120,000. We feel like this is an effort that has the ability to grow stronger.”

The group plans to continue their fundraising efforts and are looking for other ways to expand the reach of their philanthropic effort.

“We are in awe of all this group has been able to do,” said Denise Muniz, chief development and marketing officer at Second Harvest. “Normally we deliver about 600,000 pounds of food per week. Since Covid-19 hit, the demand has been more than 1 million pounds per week. To have this group call us and say, ‘we want to help,’ and then deliver so much support so quickly has really been a Godsend. We could not be more appreciative. Without their help, thousands of kids would be going without food this summer.”

“We have been so impressed with the ingenuity of Second Harvest, but we also know that their challenge is not getting easier, it’s getting harder,” said Marchetti. “They need help now more than ever.”

Contributors to the Business Builder’s Second Harvest fund to date include:

BluWave, LP
Bailey Southwell & Co.
CapitalSpring
Gen Cap America
Waller Lansden Dortch & Davis, LLP
Council Capital
Capital Alignment Partners
Petra Capital Partners
MP&F Strategic Communications
FINTOP Capital
Republic Bank
Taylor, Pigue, Marchetti & Blair, PLLC
Shore Capital Partners, LLC
Heritage Group LLC
Sherrard, Roe, Voigt & Harbison, PLC
Community Foundation of Middle Tennessee
EY (Nashville)
Excelsior Capital
Iroquois Capital Group

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