

Blackford Capital Expands Interior Design, Procurement and FF&E Portfolio with Acquisition of ID Collaborative

November 2, 2021

Blackford Capital, today announced the acquisition of ID Collaborative Inc.(IDC), an award-winning interior design firm recognized for its innovative work and deep understanding of the needs of continuing care retirement communities. Terms of the deal were not disclosed. The deal is Blackford's third in the commercial interior design industry in 2021, following the acquisition of Georgia-based Design Environments and the merger of Vertically Integrated Projects and Boston Trade Interior Solutions.

"We are aggressively executing against our strategic plan to address the highly fragmented interior design and procurement industries to better serve our customers and the industry as a whole," said Greg Kadens, Chief Executive Officer of Boston Trade. "We're creating a turnkey resource that pairs deep design and interior architecture expertise with international procurement and sourcing experience, and IDC's portfolio and specialization in senior living and healthcare advances this vision immediately."

IDC will join Boston Trade Interior Solutions and Design Environments in Blackford's professional interior design, procurement and FF&E supply group. As industry leaders in the hotel, single and multi-family and student living markets, these companies have grown exponentially in 2021. Boston Trade alone has experienced 3X-4X in revenue growth and 5X-6X in profitability in 2021.

Based in Greensboro, North Carolina, ID Collaborative brings 35 years of experience in commercial interior design and furniture procurement across five industries, with a focus on senior living, medical office and continuing care markets. IDC has completed high-profile projects across the Southeastern U.S., including The Glenaire campus expansion in Cary, NC, Twin Lakes Boland Center in Burlington, NC, and River Landing in Colfax, NC. IDC founder and CEO Nancy Borum will continue to serve as President of IDC once the transaction is completed.

"Joining Blackford's interior design, procurement and FF&E group provides IDC with a great opportunity," said Borum. "We're adding significant depth to our global sourcing capabilities and will gain a deeper talent pool. With our collaboration and connection to the Blackford group and the additional companies in the Blackford group, we feel we will better serve our existing customers and allow us to grow and expand into new markets."

Link to original press release:

<https://www.prnewswire.com/news-releases/blackford-capital-expands-interior-design-procurement-and-ffe-portfolio-with-acquisition-of-id-collaborative-301413845.html>