

# Partnering with Established Entrepreneurial Companies

23

Year Track Record

46

Platform Investments

100+

Add-On Acquisitions

\$1.8B

Committed Capital

## Key Firm Facts

- Headquartered in Minneapolis, MN
- Founded in 2002
- Closed 46 platform investments and over 100 add-ons
- \$1.8B raised since inception
- Control and non-control positions
- 15-year fund life allows for flexible investment timing
- First institutional capital in over 85% of investments

## Our Role

- **Provide liquidity** – monetize value that the current owners have created
- **Partner with management** – facilitate management development, succession, and/or generational transitions
- **Acquisitions** – proactively pursue strategic add-on acquisitions
- **Organic growth** – fund and support organic growth initiatives

We are not operators, and we do not have operating partners. Rather, we support management's efforts from the board level.

## Industry Focus



Niche Manufacturing



Value-added Distribution



Business and Industrial Services



Residential Services



Aerospace and Defense

## Platform Investment Criteria

- **EBITDA:** \$4M - \$25M
- **Transaction Types:** leveraged recapitalizations, management-led buyouts, minority growth equity, and corporate divestitures
- **Geography:** headquartered in North America
- **Initial Equity Investment:** \$10M to \$100M
- **Key Attributes:** established company, diverse customer base, stable and defensible market position, favorable industry dynamics, asset-light

## Point of Contact

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# Platform Investments

Current Investment

Select Prior Investment

## Aerospace and Defense



**Melbourne, FL**  
Supplier of data transfer, signal analysis, and communications products and engineering services



**Manasquan, NJ**  
Supplier of mission critical, hermetic (airtight) electronic enclosures and components



**Niagara Falls, NY**  
Designer and manufacturer of highly-engineered, compact heat transfer products

## Business and Industrial Services



**Woodland Hills, CA**  
Provider of financial consulting services in Southern California



**Minneapolis, MN**  
Provider of marketing execution services for point-of-purchase ("POP") and out-of-home ("OOH") channels



**Chula Vista, CA**  
Leading retina surgery and ophthalmology group based in Southern California



**Carrollton, TX**  
Asset-light provider of employee relocation services on a global basis



**Philadelphia, PA**  
Executive search firm primarily within corporate, healthcare, higher education, and non-profit industries



**Overland Park, KS**  
Provider of digital marketing services, primarily serving the self-storage, pest control, multi-family, and senior living verticals

## Niche Manufacturing



**Waterford, WI**  
Designs and manufactures automated watering and monitoring solutions for animal and laboratory research



**Mobile, AL**  
Remanufacturer of aftermarket electrical components for automobiles and light trucks



**Lincoln, NE**  
Manufacturer and supplier of bulk solid and liquid level measurement sensors



**Melville, NY**  
Global designer, manufacturer, and distributor of pneumatic power tools, gears, and other highly engineered equipment



**Naperville, IL**  
Leading designer and provider of foodservice equipment for the hospitality sector



**Stoughton, MA**  
Provider of engineered vibration-isolation and shock-control products



**Garden City, NY**  
Supplier of elevator controllers and ancillary products



**Port Washington, WI**  
Supplier of precision rubber and urethane components used as vital components in industrial equipment



**Gratz, PA**  
Manufacturer of vinyl and aluminum windows for both the new construction and remodeling markets



**New York, NY**  
International designer and manufacturer of specialty occasion dresses, primarily for the wedding industry



**Schuylkill Haven, PA**  
Manufactures high-temperature resistant thermoplastic nylon, polyester, and polyamide packaging solutions



**Florham Park, NJ**  
Designer and manufacturer of primary packaging for the cosmetics and skin-care industries

## Residential Services



**Omaha, NE**  
Provider of HVAC and plumbing services to residential and commercial customers



**Waterford, MI**  
Installs and services home standby generators, solar panels, battery storage, and EV charging stations

## Value-added Distribution



**Bloomington, MN**  
Specialty distributor of flooring sundries, hard surfaces, and carpet pad



**Houston, TX**  
Designs, sources, and distributes branded tableware for commercial hospitality and institutional foodservice



**Rock Hill, SC**  
Distributor of consumable safety supplies for the nuclear power industry



**Rochester Hills, MI**  
Supplier of custom and standard hardware and component products for OEMs, as well as MRO applications



**Victoria, TX**  
Distributor of abrasives, paint, blasting equipment and accessories, and replacement parts



**Plano, TX**  
General line distributor of fasteners and consumable maintenance supplies