



ABOUT US

We have 40+ years of collective experience investing in the lower middle market deploying over \$1 billion of capital in more than 100 platform and follow-on transactions since 2003. We strive to be defined by our core values and desire to partner with like-minded private equity firms, independent sponsors, business owners, and management teams to create shared success.

We seek to partner with exceptional management teams who have a long-term perspective. Our experience shows us that these businesses not only achieve superior returns for their owners and investors but also create long-term value for their employees and broader communities.

INVESTMENT CRITERIA

GENERAL:

- We work with sponsors, independent sponsors, and directly with business owners/management teams
- Acquisitions, growth, recapitalizations, changes of control
- Deal size: holds between \$5 million and \$20 million; can lead debt transactions as large as \$50 million
- Company size: \$2 million to \$15 million of EBITDA

STRUCTURES:

- Unitranche debt, including last-out positions
- Second lien debt
- Subordinated debt
- Preferred and common equity

BUSINESS CHARACTERISTICS:

- Quality and experienced management teams
- Defensible market positions
- Stable and growing cash flow

OUR CORE VALUES

STEWARDSHIP

- To be entrusted with others' capital is a serious charge and high calling.
- Our success is measured by adherence to our core values and the financial returns delivered to our investors.

TEAMWORK

- We achieve better results when we work collaboratively.
- Our success starts and ends with authentic relationships.
- Doing good work with great people is a lot of fun.

HUMILITY

- We aspire to put the needs of others before our own; we seek to be givers, not takers.
- We seek to learn from others and to accept feedback.
- We make mistakes and we admit them.



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