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Fact Sheet

Founded in 1994, with offices in Boston, MA and San Francisco, CA, Seacoast Capital invests non-controlling growth capital in partnership with management in lower middle market companies. Seacoast is industry agnostic and typically invests $5 million to $25 million of capital in companies with $10 million or more in revenue and $2 million or more of EBITDA. Capital is used to support growth, refinancings, acquisitions, family wealth transfers, shareholder liquidity events, or management buyouts. Since its inception, Seacoast has managed over $600 million of capital. Now managing its fourth fund, Seacoast Capital Partners IV, L.P., the firm continues to actively seek new investment opportunities.

Winter 2018

**Investment Professionals**

Investment Size

$5MM - $25MM

Current Fund Size

$240MM

Non-Control Investments Made

72



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**Transaction Types**

* Acquisition Financing
* Management Buy-Out or Buy-In
* Balance Sheet Recapitalization
* Growth Capital
* Family Wealth Transfer
* Shareholder Dividend
* Family Office Transaction
* Independent Sponsor Transaction

**Investment Terms**

* $5MM - $25MM investments
* 5-7 year hold period
* Preferred Stock
* Common Stock
* Subordinated Debt with Warrants

**Direct investor of non-control capital in private companies, allowing owners and their management teams to retain controlling interest in their business while receiving the strategic capital they need to succeed.**

**1**

**Backers of family offices and independent sponsors, but not traditional committed capital private equity funds.**

**2**

**Seacoast Capital Profile**

**Industry Experience**

* Specialty Manufacturing
* Value-Added Distribution
* Commercial Services
* Environmental Services
* Logistics & Infrastructure Services
* Health & Wellness
* Consumer-Oriented

**Investment Criteria**

* $10MM+ Revenue
* $2MM+ EBITDA
* Pro-Forma debt < 4.0x EBITDA
* Continuing, incentivized management
* Niche market leader
* Proven earnings stream
* Meaningful operating history

Innovative e-commerce marketplace platform focused on transforming large, fragmented industries through online commerce, community, and feature-rich content

Growing consolidator of distributors of propane and heating oil products and services to residential and commercial customers in Northern New England

Provides comprehensive and custom packaging, blow molding, and assembly services for global leading providers of liquid home cleaning products

**Gorham, Maine**

**El Segundo, California**

**French Lick, Indiana**

**Select Current & Former Seacoast Portfolio Companies**

Balance Sheet Recapitalization

Shareholder Dividend

Management Buyout

Acquisition Financing

Growth Capital

Transaction Types



Multi-level marketer of nutritional supplements

Operator of dental care centers across

the United States

Provider of fire and security alarm installation and monitoring services

**Dewitt, New York**

**Ogden, Utah**

**Chandler, Arizona**

Largest operator of Denny’s restaurants with 90+ locations, and 6+ Del Taco locations

Largest provider of automotive port processing services in The Port of NY/NJ

Provider of specialty packaging and menu design, print, and fulfillment services for customers in the consumer products and casual dining end markets

**Pawtucket, Rhode Island**

**Port Newark, New Jersey**

**Holbrook, Arizona**

Operator of movie theatres and family entertainment centers

Provider of dedicated fleet maintenance and management services throughout the U.S.

Provider of a full continuum of care to individuals with eating and mood disorders

**Walnut Creek, California**

**Waltham, Massachusetts**

**Jupiter, Florida**

Provider of consulting services and audit compliance software for hospitals and physician practices

Operator of 13 urgent care clinics in Maryland

Provider of highly engineered and ruggedized passive vibration, isolation, and shock control solutions

**Bloomingdale, New Jersey**

**Crofton, Maryland**

**Newton, Massachusetts**

Operator of commercial aircraft flight simulator training centers in the U.S.

Leading producer of cut flowers for the wholesale, retail, and internet end markets

Provider of portable sanitation rental, septic pumping, and construction services in the Pacific Northwest and California

Premium seafood restaurant/bar operator and branded seafood products marketer and distributor

Provides portable sanitation services and leasing and sale of highly-engineered, customized, commercial modular buildings

Provider of IP-based video management software (VMS) and services used to manage video surveillance cameras and other security edge devices

**Plano, Texas**

**Pearl River, New York**

**Boston, Massachusetts**

**Fort Lauderdale, Florida**

**Puyallup, Washington**

**Arcata, California**

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