

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, acquisitions, family ownership and wealth transfers, shareholder liquidity events, refinancings, 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.



Investment Size
\$5MM - \$25MM



Current Fund Size
\$260MM



Non-Control Investments Made
82

1 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.

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

Investment Professionals

Thomas W. Gorman, Partner
tgorman@seacoastcapital.com
(978) 750-1311

Jeffrey J. Holland, Partner
jholland@seacoastcapital.com
(415) 202-6303

James T. Donelan, Principal
jdonelan@seacoastcapital.com
(978) 750-1308

Thomas R. Ley, Principal
tley@seacoastcapital.com
(415) 704-8807

Patrick T. Gengoux, Vice President
pgengoux@seacoastcapital.com
(415) 202-6306

Alan M. Rich, Vice President
arich@seacoastcapital.com
(978) 750-1310

David M. Romagnoli, Vice President
dromagnoli@seacoastcapital.com
(978) 750-1325

Victoria Yee, Associate
vyee@seacoastcapital.com
(415) 508-8927

SEACOAST CAPITAL PROFILE

Investment Criteria

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

Investment Terms

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






Industry Experience

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

Transaction Types

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

SELECT CURRENT & FORMER SEACOAST PORTFOLIO COMPANIES

Transaction Types:  Growth Capital  Balance Sheet Recapitalization  Shareholder Dividend  Management Buyout  Acquisition Financing



Austin, Texas

Provider of asset-light logistics services, specializing in express, ground, and e-commerce delivery services for businesses across a wide range of end markets.



Richmond, California

Provider of a complete suite of indoor and outdoor landscaping services, including design; maintenance; arbor care; living walls; moss walls; and holiday décor.



Virginia Beach, Virginia

Rapidly growing, multi-location provider of non-invasive and painless erectile dysfunction (ED) treatments across the U.S.



American Fork, Utah

13th largest U.S. provider of residential security monitoring and home automation systems



Greenwich, Connecticut

One of the largest Crunch Fitness franchisees in the U.S., with 26 locations in Massachusetts, Pennsylvania, New Jersey, and New York



Burr Ridge, Illinois

Provider of a turnkey non-invasive non-surgical option for the treatment of non-melanoma skin cancer



Lafayette, California

Manufactures high-performance collars for rigid hull inflatable boats and builds inflatable watercraft designed to perform in the most challenging marine environments



Cerritos, California

Provider of last mile logistics, warehousing, and fulfillment, specializing in overnight, same-day, and scheduled delivery services in California, Nevada, and Arizona



Elizabeth, New Jersey

Provider of temperature-controlled and ambient warehousing, logistics, and trucking services primarily to importers of confectionery, food, and beverage products in the NY City metro area



French Lick, Indiana

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



Fort Lauderdale, Florida

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



Bloomington, New Jersey

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



Waltham, Massachusetts

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



Port Newark, New York

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



Crofton, Maryland

Operator of 19 urgent care clinics in Maryland



Plano, Texas

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



Holbrook, Arizona

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



Puyallup, Washington

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



Gorham, Maine

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



Newton, Massachusetts

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



Walnut Creek, California

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