



Fall 2024

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 \$5MM to \$30MM+ of capital in companies with \$10MM+ of revenue and \$2MM+ of EBITDA. Our capital is generally used to support any combination of growth, recapitalizations, acquisitions, management buyouts, shareholder repurchases and dividend recapitalizations. Since inception, Seacoast has managed over \$1B of capital. Now investing our fifth fund, we continue to actively seek new investment opportunities.

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

2 Backers of family offices and funded or independent sponsors, primarily in situations where incumbent management is rolling or buying significant equity in the transaction

SEACOAST CAPITAL PROFILE

Investment Criteria

- \$10MM+ revenue/\$2MM+ EBITDA
- Continuing, incentivized management
- Niche market leader
- Stable and growing cash flows
- Meaningful operating history
- Reasonable senior leverage

Industry Experience

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

Investment Terms

- \$5MM-\$30MM+ investments
- 5-7 year hold period
- Preferred Equity
- Common Equity
- Subordinated Debt with Warrants

Transaction Types

- Growth Capital
- Balance Sheet Recapitalizations
- Acquisition Financings
- Management Buyouts
- Shareholder Repurchases
- Dividend Recapitalizations
- Select Sponsored Transactions



Investment Size
\$5MM-\$30MM+



Current Fund Size
\$290MM



Investments Made
90

Investment Professionals

Tom Gorman, Founding Partner
tgorman@seacoastcapital.com
(617) 901-5062

Jeff Holland, Founding Partner
jholland@seacoastcapital.com
(415) 971-1325

Jamie Donelan, Partner
jdonelan@seacoastcapital.com
(617) 816-9375

Patrick Gengoux, Partner
pgengoux@seacoastcapital.com
(805) 451-4236

Alan Rich, Partner
arich@seacoastcapital.com
(978) 204-2647

David Romagnoli, Partner
dromagnoli@seacoastcapital.com
(978) 880-0952

Tom Ley, Principal
tley@seacoastcapital.com
(650) 745-6694

Tori Yee, Associate
vyee@seacoastcapital.com
(628) 399-0252

Sherry Wang, Senior Analyst
swang@seacoastcapital.com
(978) 412-3804


Andrew Riccio, Senior Analyst
ariccio@seacoastcapital.com
(978) 412-3943

SELECT CURRENT & FORMER SEACOAST PORTFOLIO COMPANIES

Transaction Types:

 Growth Capital

 Balance Sheet Recapitalization

 Shareholder Dividend

 Management Buyout

 Acquisition Financing



Denville, New Jersey

Provider of cleaning, maintenance, mechanical engineering, and specialized industrial services to customers in power generation, petrochemical refining, heavy manufacturing, aviation, and marine sectors



Boston, Massachusetts

Provider of hardware, software and managed IT and professional services to small and medium-sized businesses across the U.S.



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



American Fork, Utah

Leading provider of residential rooftop solar, security and home automation systems



Greenwich, Connecticut

3rd largest Crunch Fitness franchisee in the U.S., with 40+ locations spanning the Northeast, Mid-Atlantic and Southeast



Burr Ridge, Illinois

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



Lafayette, California

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



Cerritos, California

Provider of last mile logistics, warehousing and fulfillment services, specializing in overnight, same-day and scheduled delivery services in the Western U.S.



Elizabeth, New Jersey

Provider of temperature-controlled and ambient warehousing, logistics and transportation services primarily to importers of confectionery, food, and beverage products at major Eastern U.S. ports



French Lick, Indiana

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



Fort Lauderdale, Florida

Operator of commercial aircraft flight simulator training centers in North America, South America, Europe and Asia



Bloomington, New Jersey

Manufacturer and distributor of highly engineered and ruggedized passive vibration, isolation and shock control components for the HVAC, military aerospace and industrial end markets



Waltham, Massachusetts

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



Port Newark, New Jersey

Largest provider of third-party automotive port processing services in the Port of NY/NJ



Crofton, Maryland

Operator of 19 urgent care clinics in Maryland



Plano, Texas

Provider of leasing and sale services of customized modular buildings targeting military, government, institutional and industrial end markets



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, Western and Midwestern U.S.



Gorham, Maine

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



Newton, Massachusetts

Provider of billing and audit compliance software and consulting services for university-based hospitals and physician practices



Walnut Creek, California

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