



## 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 ownership and 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.



Investment Size  
**\$5MM - \$25MM**



Current Fund Size  
**\$260MM**



Non-Control Investments Made  
**76**

### Investment Professionals

**Timothy P. Fay, Partner**

[tfay@seacoastcapital.com](mailto:tfay@seacoastcapital.com)  
(415) 202-6306

**Thomas W. Gorman, Partner**

[tgorman@seacoastcapital.com](mailto:tgorman@seacoastcapital.com)  
(978) 750-1311

**Jeffrey J. Holland, Partner**

[jholland@seacoastcapital.com](mailto:jholland@seacoastcapital.com)  
(415) 202-6303

**Philip S. Curatilo, Principal**

[pcuratilo@seacoastcapital.com](mailto:pcuratilo@seacoastcapital.com)  
(978) 750-1319

**James T. Donelan, Principal**

[idonelan@seacoastcapital.com](mailto:idonelan@seacoastcapital.com)  
(978) 750-1308

**Thomas R. Ley, Principal**

[tley@seacoastcapital.com](mailto:tley@seacoastcapital.com)  
(415) 704-8807

**Patrick T. Gengoux, Vice President**

[pgengoux@seacoastcapital.com](mailto:pgengoux@seacoastcapital.com)  
(415) 202-6306

**Alan M. Rich, Vice President**

[arich@seacoastcapital.com](mailto:arich@seacoastcapital.com)  
(978) 750-1310

**David M. Romagnoli, Vice President**

[dromagnoli@seacoastcapital.com](mailto:dromagnoli@seacoastcapital.com)  
(978) 750-1325

**Ben Cao, Associate**

[bcao@seacoastcapital.com](mailto:bcao@seacoastcapital.com)  
(415) 636-6908

**Sanjay Achar, Analyst**

[sachar@seacoastcapital.com](mailto:sachar@seacoastcapital.com)  
(978) 750-1333

**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.

## 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



**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 greater New York City metropolitan area



**French Lick, Indiana**

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



**El Segundo, California**

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



*If it isn't fresh, it isn't Legal!*

**Boston, Massachusetts**

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



**Plano, Texas**

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



**Arcata, California**

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



**Fort Lauderdale, Florida**

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



**Crofton, Maryland**

Operator of 14 urgent care clinics in Maryland



**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 Jersey**

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



**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 consulting services and audit compliance software for hospitals and physician practices



**Walnut Creek, California**

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



**Ogden, Utah**

Provider of fire and security alarm installation and monitoring services



**Chandler, Arizona**

Multi-level marketer of nutritional supplements