




## 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.

## 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

### Industry Experience

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

### Investment Terms

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

### 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

### Investment Professionals

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# 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.